

PROPOSED PERMANENT CONVENTION CITY FOUGHT AT CONFERENCE HELD BY ADVERTISING LEADERS

Porter Peace Resolution Is Adopted by House

VOTES 305 TO 61 FOR PORTER PLAN IN PEACE PROBLEM

Is Substitute Resolution for Knox Motion, Repealing Declaration of War, Passed by Senate.

TROUBLE THREATENED IN CONFERENCE ROOM

Move to Inject Disarmament Is Defeated—Porter Resolution Simply Says Peace Exists.

Washington, June 13.—Peace with Germany was brought one step nearer Monday, when the house adopted the resolution of representative Porter, chairman of the committee on foreign relations.

The Porter resolution, declaring simply that peace exists, was substituted by the lower chamber for the Knox resolution, which the senate had passed. The Knox resolution repealed the declaration of war.

Delegation of the two chambers will now confer in an attempt to compromise the differences in the measures. Trouble is threatened, for senate leaders say they will insist that the Knox resolution be substituted for the Porter resolution, in conference and sent back to the house. House leaders are equally insistent that the Knox resolution be shelved.

Vote of Georgians.
On the final vote on the Porter resolution in the house all but three of the Georgia congressmen voted for the resolution, although in the words of one of the delegation, "it was just because it was the best we could do." Congressmen Lee, Ball and Wright voted against the resolution.

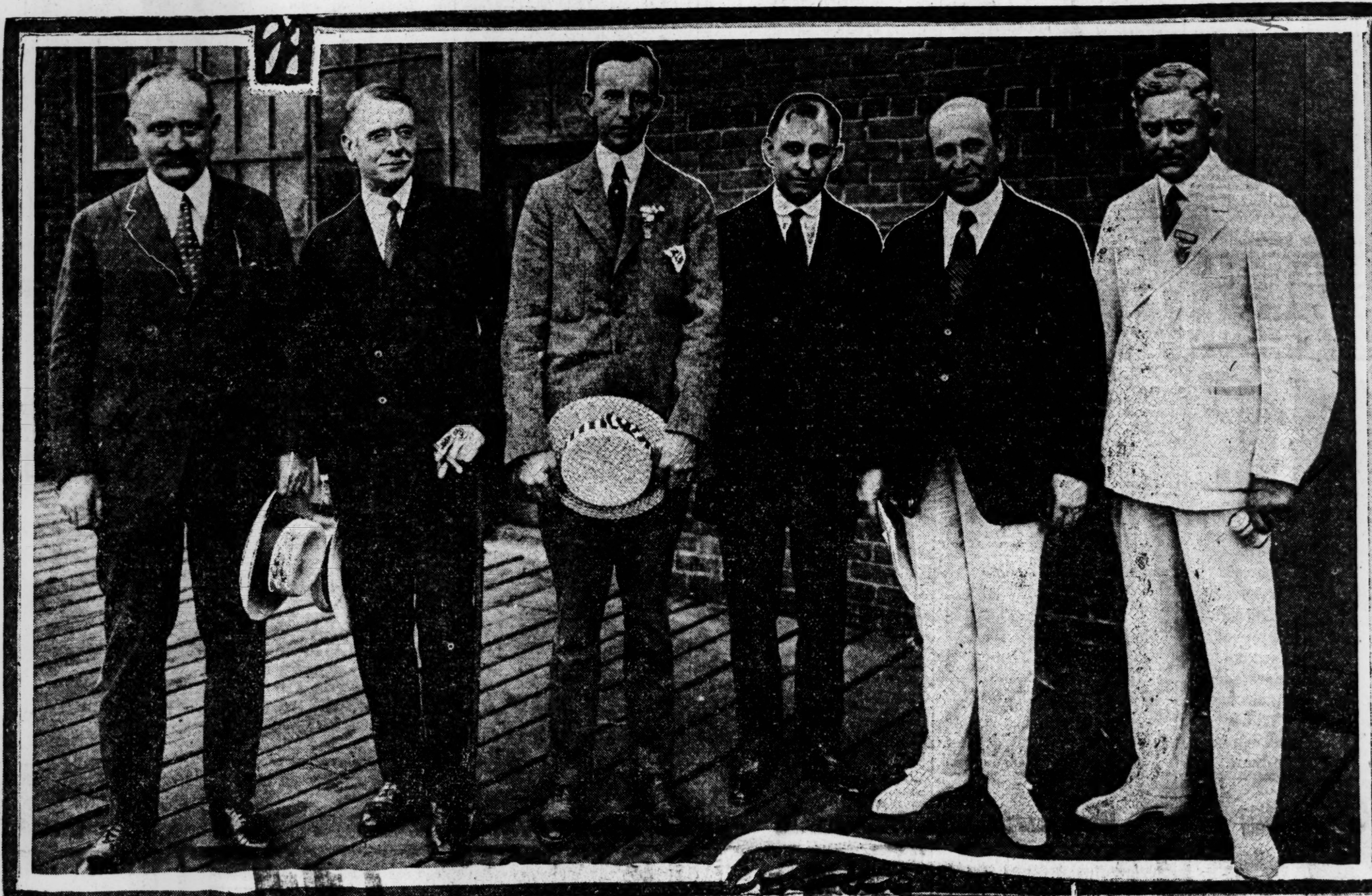
On the motion to recommit the resolution the entire delegation voted "aye," the vote of the house against recommitment was 254 to 112, the split being practically on party lines. Congressman W. D. Upshaw spoke briefly in behalf of the Flood resolution asking that the president proceed in an orderly way to effect peace through treaty rather than by congressional resolution. Speaker Gillett ruled the admittance of the resolution out of order and later Mr. Flood made the motion to recommit the measure. After the motion to recommit had been lost many of the democratic representatives who had voted for recommitment voted in favor of the resolution, the final vote being 305 to 61. These representatives placed themselves on record as favoring the Porter resolution but only after they had made every effort to have it recommitted.

It was simply a question of "take this or nothing" presented to the democratic wing by the republicans and rather than vote against any legislation purporting to effect peace, even though it be a meaningless resolution in so far as results are concerned, many of the democrats joined with the republicans in voting for it.

President May Act.
Possibility of a situation arising in which presidential interference may be necessary is seen in some quarters. Senators suggest that in event of a deadlock, President Harding may find it necessary to establish peace by executive proclamation, instead of by resolution. The Porter resolution, in addition to declaring peace exists, attempts to reserve to this country all the

Continued on Page 5, Column 4.

Dignitaries Attending 17th World Ad Convention



MAY STUDY FARM CONDITIONS HERE

Joint Congressional Investigation on Agricultural Depression Plans to Hold Sessions Here.

BY JAMES A. HOLLOMAN,
Constitution Bureau,
Raleigh Hotel.

Washington, June 13.—(By Constitution Leased Wire.)—Every leader of state and local farmers' unions and affiliated organizations was urged in a communication today by C. S. Barrett, president of the national body and chairman of the national board of farm organizations, to prepare to submit facts concerning the present condition of agriculture, to a joint congressional commission of agricultural inquiry.

Senator J. H. Mills, president, and A. J. Fleming, secretary of the farmers' union at Atlanta; J. J. Brown, commissioner of agriculture, and many other leaders in agricultural movements in Georgia, have been asked by Mr. Barrett to hold themselves in readiness to come to Washington to give testimony before the commission.

It is now proposed that the commission go to Atlanta for a week or ten days, making it the headquarters for inquiry into southern agricultural conditions. Senators

Continued on Page 5, Column 4.



Photos by Francis E. Price.

In the upper photograph, left to right, are seen Herbert S. Houston, of New York; Reuben H. Donnelly, of Chicago; International President Rowe Stewart, of Philadelphia; Governor Hugh M. Dorsey, of Georgia; Governor Henry J. Allen, of Kansas, and Samuel C. Dobbs, of Atlanta. Mr. Houston, Mr. Donnelly and Mr. Dobbs are former international presidents.

Lower photograph, left to right. Chester Brown, secretary of the Newark (N. J.) Ad club; F. Ernest Wallace, president of the Elizabeth (N. J.) Ad club; Senator Walter E. Edge, New Jersey, who was the feature speaker of the morning session; G. W. Britt, of the Katz special agency, New York, and Harry Sellner, chairman of Newark's "On-to-Atlanta" committee.

FREEMAN IS HEAD OF TECH ALUMNI

High Praise Is Given Leaders in Recent Drive for \$5,000,000 Fund for Big Institution.

At a rousing and enthusiastic meeting of the National Georgia Tech Alumni association held Monday night at the Piedmont Driving club Y. Frank Freeman, prominent Atlanta business man, was elected president for the ensuing year. Resolutions were adopted urging every friend of the college to work to secure the legislature to obtain a sufficient appropriation to keep the school in operation and support of the athletic teams was unanimously pledged in a session which typified the "Tech spirit."

A Pleasant Time Was Had by Nearly All.
The officers and members of the R. E. Lee Fire company had a picnic excursion to Marietta yesterday.

Continued on Page 5, Column 1.

Federal Good Roads Essays Must Be Mailed by Tomorrow

Just a word of warning about the government good road essays. Tomorrow is the last day for mailing them to The Constitution, which is conducting the contest in Georgia. Any papers mailed subsequent to June 15 can not be considered, under the rules laid down by the government highway education committee.

As another precaution, every contestant should be sure that his essay is not more than 500 words long. The committee in announcing its rules placed a 500-word limit on the essay, so all contributions which exceed that limit must necessarily be thrown out.

As soon as all Georgia essays are in they will be carefully read by the judges appointed by M. L. Brittain, state superintendent. The best will be forwarded to Washington to compete for the national prize—four years in any university with all expenses paid, the donation of H. E. Firestone. The local judges will grade the papers for the Georgia prizes, which are as follows:

Atlanta Offers Feast Ad Men Will Remember

Then Pretty Girls Present Surprise in Beautiful Dance Creations.

BY PAUL WARWICK.

Somewhere between two and three thousand people stayed somewhere between earth and paradise for somewhere between six and eight hours Monday afternoon and night. This all happened while the Atlanta ad men were entertaining their cosmopolitan array of delegates with a fast and furious frolic at East Lake.

You can't call it a chicken feed, although there must have been the slaughter of a whole poultry metropolis to stock those tables as they were stacked. You can't call it a watermelon cutting, although fulfillment of Atlanta's broadcast promise, gifts of the Atlanta chamber of commerce, 600 melons were sliced and devoured. You can't call it an entertainment, for although it was that, when you say that you haven't said anything, if you'll wait just a minute until

Continued on Page 5, Column 4.

HOPKINS PROGRAM GIVEN APPROVAL

Miss Mary Crowley, of Chicago, and Other Influential Advertising Leaders Pledge Support.

That the three-year development program proposed for the Associated Advertising Clubs of the World is meeting with favorable interest among the thousands of ad leaders here was evidenced Monday, following its initial publication in The Constitution, when Miss Mary E. Crowley, president of the Chicago Woman's Ad club, expressed herself as unqualifiedly favoring the proposition and pledging the support of the Chicago club to its adoption.

Others scarcely less prominent and influential than Miss Crowley also indicated that their support will be thrown in favor of the plan when it is formally introduced in the Thursday afternoon session, and general sentiment seemed to be that the plan would mean a broadening and strengthening of the work of the associated clubs.

George W. Hopkins, general sales manager of the Columbia Graphophone company, member of the advertising club of New York, was in personal charge of the compilation of the plan, which was drawn up under the auspices of the New York advertising club.

The plan contemplates centralization of administration business in the hands of a committee of five, composed of the president and a cabinet; designation of a permanent convention city, and establishment at headquarters of an executive organization equipped to prepare the mechanics and carry out the following program:

(a) A complete canvass of the large and small clubs that their needs may be understood and met, to the end that each club may feel it has received full value from headquarters for its money invested.

(b) Further vigorous promotion, development, and refinement of the vigilance work, looking not alone to the creation of more better business bureaus, but more closely to relate the work of these bureaus to that of the individual clubs.

(c) The establishment of a new department of constructive development, and merchandising development, equal at least in scope and importance to vigilance.

(d) The conduct by the clubs of an immediate and comprehensive survey of market conditions, which may be a help in guiding business out of the present period of read-

Continued on Page 5, Column 4.

FAVOR RETENTION OF PRESENT PLAN FOR CONVENTIONS

Changes in Constitution Discussed, But No Action Will Be Taken Until the Next Meeting.

HOME TRADE BUILDING NEEDED, SAYS SENATOR

Hon. Walter E. Edge Urges Manufacturers of United States to Go Into World Markets.

Thousands of advertising men from all parts of the globe, Monday settled down in routine work of the seventh annual session of associated clubs, when four conferences discussing important phases of work of the main body of ad men were held in the afternoon and the entire convention was royally entertained at night at East Lake and other local places of amusement after nationally prominent speakers had addressed the opening business session Monday morning at the Auditorium.

Herbert S. Houston, vice president of Doubleday, Page & Co., New York, one of the principal speakers at the initial meeting at Wesley Memorial church, eulogized the spirit of the convention, and Walter E. Edge, United States senator from New Jersey, expounded the doctrine of getting after the world markets to build home trade.

The most interesting event of the afternoon occurred in the Auditorium where the subject of changes in the association constitution and by-laws was discussed, when New York and Chicago delegates clashed over a question as to the constitutionality of any action by the delegates therein assembled regarding any change. The discussion was brought to an abrupt termination through the seconding of a motion that the meeting be adjourned until this afternoon at 2 o'clock, at the church.

Departments Will Meet.
Monday morning having witnessed the final passing of ceremonies, the afternoon was devoted to a plain matter of settling down for the transaction of business and consideration of material matters affecting the interests of the world organization. The various departments will hold meetings, all of this morning and afternoon.

Oppose Permanent City.
One of the most important steps taken during the day came in the form of opposition to a proposal that the Associated Advertising Clubs of the World select a permanent convention city, Chicago being named in the resolution. Delegates who assembled in the main auditorium of the church at 2:30 o'clock Monday afternoon were confronted by their chairman, Vice President, Frank E. Lowenstein, with the question: "Shall the Association Select a Permanent Convention City?" The sentiment of those present was overwhelmingly against such a move.

The resolution, the same as submitted by the Kansas City Advertising club at the Indianapolis convention of 1920, would have the executive committee of the association place before the convention a reso-

The Weather GENERALLY FAIR.

Washington—Forecast:
Georgia: Generally fair Tuesday and Wednesday; little change in temperature.

Local Weather Report.
Highest temperature 89
Lowest temperature 73
Mean temperature 80
Normal temperature 75
Rainfall in past 24 hours, ins.52
Deficiency since Jan. 1, ins. 1.73
Deficiency since Jan. 1, ins. 6.53

7 a.m. Noon 7 p.m.
Dry temperature 74 88 82
Wet bulb 68 73 62
Relative humidity 76 49 57

Reports of Weather Bureau Stations			
Station	State	Temp.	Wind
ATLANTA, Ga.	73	89	00
Birmingham, Ala.	76	94	00
Boston, Mass.	76	82	01
Buffalo, N. Y.	75	84	00
Charlotte, N. C.	82	92	00
Chicago, Ill.	68	80	00
Detroit, Mich.	74	84	00
Des Moines, Ia.	74	84	00
Galveston, Tex.	80	84	00
Harrisburg, Pa.	74	84	00
Haverhill, Mass.	74	84	00
Jacksonville, Fla.	84	94	00
Kansas City, Mo.	74	84	00
Memphis, Tenn.	78	88	00
Miami, Fla.	78	84	00
Mobile, Ala.	88	92	01
Montgomery, Ala.	82	92	01
New Orleans, La.	82	88	00
New York, N. Y.	82	86	00
North Platte, Neb.	74	84	00
Oklahoma City, Okla.	74	84	00
Phoenix, Ariz.	80	88	00
Pittsburgh, Pa.	80	88	00
Raleigh, N. C.	80	88	00
San Francisco, Calif.	80	88	00
St. Louis, Mo.	80	94	00
S. Lake City, N. C.	88	92	00
Shreveport, La.	80	88	00
Tampa, Fla.	80	88	00
Tokyo, Japan	80	88	00
Washington, D. C.	80	88	00

C. F. von HERRMANN,
Meteorologist, Weather Bureau.

'Twas Fifty Years Ago, My Lads

Resurrected From the Issue of June 14, 1871, of THE ATLANTA CONSTITUTION

BY FUZZY WOODRUFF.

Well, I Declare.

Phillips & Crew has a music box that plays ten tunes.

Enthralling News From Gwinnett.

We publish the legal advertisements of Gwinnett county free gratis for the benefit of the large number of our readers there. The Atlas publishes them officially and we copy from them. We always strive to give our readers the most interesting matter we can and are determined to omit no effort to do so.

lution fixing a certain city as the permanent convention city where the annual convention would be held thereafter, was ordered tabled with scarcely one dissenting voice. The resolution further suggested that Chicago be chosen because of its central location and facilities for receiving delegates, and that a time limit be set for five years.

Against Permanent Convention City.

On motion that the matter recommended to be put to a referendum vote, each club having its say, won considerable support and for the moment appeared that it would win. However, a motion from G. Edmund Massie, Richmond, Va., delegate, that a resolution be favorably acted on and passed on to the executive committee—that the association continue holding its conventions in various cities as heretofore—swept everything before it and was almost unanimously upheld.

Summarized, the sentiment of the

delegates showed that a change in convention cities adds enthusiasm to the annual gatherings, and tends to build more club spirit in various sections of the country.

Certainly the most exciting conference was that held to consider changes in the constitution and by-laws of the organization. In order that the matter be thoroughly understood, Judge Charles J. Orblison, of the national executive committee, chairman, proceeded to read the laws of the organization. In order that the matter be thoroughly understood, Judge Charles J. Orblison, of the national executive committee, chairman, proceeded to read the laws of the organization.

The New York delegation has come to this convention with a tentative program," protested Mr. Hopkins, and we are unprepared to make changes in the constitution which should first be subjected to a most critical study.

Opinion of Frost.
E. Allen Frost, Chicago delegate, thereupon arose to declare that, in his opinion, the discussion of changes should proceed; that it was a matter of vital importance in that it entailed the changing of the organization's life lines.

The New York delegates contended that any action taken at this meeting might prejudice their cause, when the Hopkins plan is finally submitted on Thursday, and that they were therefore prepared to fight it to the bitter end.

The Chicago delegate, Mr. Frost, replied by saying that the Hopkins plan had been already submitted before the executive committee, but that it had been turned back. He then came to Mr. Hopkins' aid by declaring that the plan had only been submitted on request of Rowe Stewart, president of the world organization, and that it had been referred back for certain changes. Mr. Pratt explained that the plan is now being revamped for submission to the convention on Thursday. The plan, incidentally, provides that the president be allowed to appoint his own cabinet aside from such officers legally elected by the membership.

Asks Fair Hearing.
"All New York asks is a fair hearing," stated Mr. Pratt, "so that we may be able to go before the convention Thursday unhandcapped by action taken this afternoon, saying that everybody was given the right to make changes, and that New York had none."

The chair then assured the gen-

leman from New York that action taken during the meeting would in no wise prejudice either their or anyone else's opportunity for submitting their proposals to the convention.

On this assurance, Mr. Hopkins withdrew his motion that action on the constitution and by-laws be adjourned until Tuesday afternoon at 2 o'clock.

The same conference recommended to the general convention the removal of the two Carolinas from district 2 to 4. Kansas was added to district 2 so that district 2 will now consist of Iowa and Nebraska. Recommendation was also made to divide the Pacific coast territory into two districts, one made up of Washington, Oregon and Alaska, and the other of California, Nevada, Hawaii and the Philippines. If the recommendations of the conference are adopted, Canada will become a district by itself. Another district will consist of Europe and all countries within the British Empire except Canada, Australia and New Zealand.

The latter two probably receiving their own territory as separate districts, the executive committee having made it known that it favored their petitions for such action.

The vital necessity of co-ordinating activities among various advertising clubs was the keynote of the committee session in which the editorial organization "Work" was thoroughly discussed by Charles H. Mackintosh, chairman of the national committee of the exhibition committee.

Truth a Prime Factor.
Mr. Mackintosh asserted that truth was the one prime factor and indispensable element, without the application of which the advertising field would be a detriment to successful operations.

He said that the first essential in advertising propaganda is some central organization widely known and distributed which acts as the medium of an educational organization. He said, however, that the plan provides for the establishment of a book or series of books on instruction, containing the fundamental elements of advertising principles, to be written in the most concise manner so as to be readily assimilated by all classes, particularly retail salesmen, the greatest exponents of the advertising work since upon them he declared, devolved the necessity of advertising individually to prospective purchasers.

Move Given Impetus.
The tentative program at present being considered received an impetus recently when every club in the A. A. C. of W. was requested to appoint a committee of five members, to be known as a "marketing development committee," and whose object would be the investigation of certain conditions in sales possibilities, with the primary aim of discovering and remedying any existing defects. This plan had met with ready response. Mr. Mackintosh declared, and the clubs expressed themselves as being heartily in favor of the proposed scheme.

Richard H. Lee, director-counsel of the national vigilance committee, conducted the discussions at a meeting of this committee in the afternoon. The purpose of the committee is to create a maximum public confidence in advertising by making every phase of this industry absolutely trustworthy.

The gist of the information brought out was a general resume of recent accomplishments, with suggestions for improvement of existing defects. It was pointed out that practical men everywhere have rallied to the movement as a whole, some expression of the highest ideals of the commercial world, based on the indisputable fact that all its principles have proved sound.

Vigilance Committee Lauded.
Because of the fact that the purpose of advertising has been proved by constructive performance, and that it has been accorded world-wide recognition on its own merits, the work of the vigilance committee was lauded as a preliminary to a wider, more universal and mutual understanding between manufacturers and consumers, and between various advertising clubs, with ref-

erence to a coordinated campaign for public enlightenment. Return to the spirit of the days of the war, when there were co-operation between men and coordination of forces to speed achievement was urged at the morning session of the convention by Senator Walter E. Edge, of New Jersey, who held the advertising men that they must pave the way to readjustment of world conditions.

Senator Edge declared that within four months congress will have done its part by readjusting taxes and that then the people must take up the readjustment task. What response is made by the people will be caused largely by the efforts of those who reach the public through advertising, he said.

Leaders Throng Church.
Business leaders from all parts of the world thronged the Wesley Memorial church at the opening of the morning session Monday of the advertising clubs of the world.

Ator Edge, those who spoke were President Rowe Stewart, of the Associated Advertising Clubs of the World; Herbert S. Houston, vice president of Doubleday, Page & Co., publishers, and Archer Wall Douglas, vice president of the Simmons Hardware company, of St. Louis.

In opening the session, President Stewart reviewed the growth of the advertising industry, which has now 70,000 persons are now numbered in its ranks. He asserted that more than 70,000 persons are now numbered in its ranks. He asserted that more than 70,000 persons are now numbered in its ranks.

Senator Edge was the first speaker in the session. Explaining that he was a former advertising man, the senator illustrated the power of advertising and showed how it will lead the nation in readjustment and the solution of readjustment problems.

"Confidence at Home and Markets Abroad" was the formula taken by the senator in his address for the rejuvenation of the spirit which is needed in the world today.

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Tuesday's Program Of Ad Convention

Agricultural Publishers' association, 9:30 a. m. and 2:30 p. m., chamber commerce auditorium; conference with Richard H. Lee, general counsel for vigilance committee.

American Association of Advertising Agencies, 9:30 a. m. Boys' High school auditorium. Speakers, St. Elmo Massengale, Atlanta; Charles W. Hoyt, New York; Norman Lewis, St. Louis; James O'Shaughnessy, New York; and J. K. Kenner, executive secretary, vigilance committee.

Associated Business Papers, Inc., 2:30 p. m. in room 13, Boys' High school. Speakers, Austin L. Black, Chicago; F. M. Cockrell, New York; Jesse H. Neal, New York.

Association of North American Directory Publishers, business meeting, in room 27, Boys' High school. The several departments could then Church Advertising.

Church advertising department, 9:30 a. m., young men's room, Wesley Memorial church. Speakers, Rev. Hubert Cowley-Carroll, Hamilton, Ohio; Philip Ritter, New York; W. N. Bayless, Cleveland; Herbert H. Smith, New York; Rowe Stewart, Philadelphia; W. H. McClure, Chicago; George W. Hopkins, New York; John Clyde Oswald, New York. At 2:30 p. m., speakers, J. B. Spillman, Columbia, S. C.; Homer Buckley, Chicago; Elmer T. Clark, Nashville; Frank E. Burkholder, Rev. Ralph Welles Keeler, D. D., Chicago; Rev. Christian S. Reiser, D. D., New York; Rev. Hugh T. Stevenson, D. D., Washington; Rev. Charles H. Pratt, Montgomery; Rev. G. K. Wingo, Knoxville; Rev. J. W. Ham, Atlanta.

Club Secretaries' conference, 9:30 a. m., room 22, Boys' High school. Speakers, Rowe Stewart, Philadelphia; Miss Jane J. Martin, New York; Miss J. E. Henry, Chicago; P. S. Florea, secretary A. A. C. of W.; Richard H. Lee, New York; and William P. Greene, field secretary, vigilance committee, A. A. C. of W. Session at 2:30 p. m.; discussion.

Community advertising department, 9:30 a. m., room 22, Boys' High school. Speakers, Rowe Stewart, Philadelphia; Miss Jane J. Martin, New York; Miss J. E. Henry, Chicago; P. S. Florea, secretary A. A. C. of W.; Richard H. Lee, New York; and William P. Greene, field secretary, vigilance committee, A. A. C. of W. Session at 2:30 p. m.; discussion.

South, was the type of inspiration which must be back of the progress of America in her business in the future. Mr. Houston also paid high tribute to Samuel C. Dobbs, former president of the Coca-Cola company and prominent Atlanta advertising man.

"If it had not been for Sam Dobbs' courage in the beginning we would not have had the phenomenal growth and advertising in America today would not have the high standards for which it is known," he declared.

The morning session was closed with a ten-minute talk by John C. Long, chairman of the educational committee of the Ad Clubs of the World, on the questionnaire relative to educational programs of ad clubs, mailed to all clubs recently.

ment, 9:15 a. m., breakfast room, Kimball house. President's address; speakers, J. M. Mallory, Savannah; W. B. Royster, Griffin; H. E. Miles, Maryville, Mo.; Donald McIvor, Dodge City, Kan.; and A. W. McKeand, Terre Haute, Ind. At 2:30 p. m., speakers, Herbert M. Morgan, Joplin; N. Buckner, Asheville; W. H. Snell, Charleston; Montagu A. Tancock, Omaha; William Holden, Sioux City; John Wood, Roanoke; Guy Livingston, Miami; Z. E. Black, Dallas; Dwight E. Smith, Middlebury, Ohio; W. Frank McClure, Chicago; Herbert M. Morgan, St. Louis.

Direct Mail Advertising association, 9:30 a. m., Cable hall. Speakers, Mrs. Ida Bailey Allen, New York; W. N. Bayless, Toledo; Paul Hunter, New York; Louis Balsam. Afternoon session, debate.

Financial Ad Men.
Financial Advertisers' association, 9:30 a. m., Capital City club ballroom. Speakers, A. E. Bryson, Chicago; W. Frank McClure, Chicago; J. A. Abernathy, Fordyce, Ark.; C. C. Flather, Washington; G. W. Fallon, St. Louis; Miss Jessamine G. Hoagland, Chicago; M. F. O'Callaghan, Memphis; Miss Perry Garner, Winston-Salem; D. D. Bailey, Tulsa; R. P. Hammond, Milwaukee; Harry J. Flogstedt, Cincinnati; D. B. Harris, Chicago; H. G. Hodapp, Minneapolis.

Graphic Arts association, 9:30 a. m., classroom No. 2, Wesley Memorial church. Speakers, William J. Byron, president, United Typothetae of America; Noble T. Praeger, advertising director, U. T. A.; A. B. Bolt, Chicago. At 2:30 p. m., speakers, James Kinbeke, Rochester; W. A. Foote, Atlanta; C. C. Ronalds, Montreal; Norman T. A. Munder, Baltimore.

National Association of Advertising Specialty Manufacturers, 9:30 a. m., room 23, Boys' High school. Speakers, W. Allen N. Hatch, J. H. Saunders, New York; A. B. Stanley Ikard, At 2:30, speakers, J. B. Short, E. Allen Frost, Mrs. Hazel Adler, Samuel C. Dobbs, Richard H. Lee, Frank B. White.

National Association of Employers, Lithographers, Rotary room, Piedmont hotel. Addresses, Professor Harry R. Wellman, Dartmouth college.

National Association of Newspaper Executives, morning and afternoon sessions on roof garden, Astor hotel.

Pan-American Advertising association, 9:30 a. m., main auditorium, Wesley Memorial church. Speakers, President Maurice Perelles, Adm. Advertising and service bureau; Herbert S. Houston, New York; Allen W. Walker, New York; A. B. Holt, New York. At 2:30 p. m., speakers, George C. Vedder, Harold Pereira, Calcutta, India; L. F. Gor-

don, vice president, Expert Publishers' association.
Poster Advertising association, 9:45 a. m., room 3, Wesley Memorial church. Speakers, Milburn Hobson, Dallas; E. Allen Frost, Chicago; C. O. Bridwell, New York; Gordon E. Edwards, Detroit; Professor H. D. Rinsland, Ardmore. At 2 p. m., speakers, A. de Montislin, Chicago; John Sullivan, New York.

Retail Advertisers.
Associated retail advertisers' conference, 9:30 a. m., ballroom, Kimball house. Speakers, Paul Findlay, Los Angeles; Amos Parrish, New York; Ernest C. Hastings, New York; Miss Bertha Berger, New York. At 2 p. m., speakers, Frank A. Black, Boston; Gordon Schonfarber, Providence; Arthur Freeman, New York; Harry Levey, New York; Screen Advertisers' association, 9:30 a. m., Atlanta theater. Speakers, Harry Levey, New York; Herbert H. Hyman, Indianapolis; Charles M. Brown, Newton, La.; A. E. Gundelach, Chicago; M. J. Caplan, Detroit.


Screen Advertisers' association, 9:30 a. m., Atlanta theater. Speakers, Harry Levey, New York; Herbert H. Hyman, Indianapolis; Charles M. Brown, Newton, La.; A. E. Gundelach, Chicago; M. J. Caplan, Detroit. J. Dannenberg, New York. At 2:30 p. m., speakers, Harry Levey, New York; Mrs. Ida C. Bailey Allen, New York.

York; A. B. Cole, East Pittsburgh; S. S. Cassard, New York; D. H. Harris, New York; John E. Miles, Wellesley Hills, Mass.

Conference of student club organization, 2:30 p. m., classroom 4, Wesley Memorial church.

YOUNG BOY MAY DIE FROM STAB BY KNIFE
Moultrie, Ga., June 13.—(Special.) Suffering from a knife stab that may cost him his life, Julian Hunt, 13-year-old son of W. H. Hunt, of Sale City, is in a Moultrie hospital, where surgeons state that it will be two or three days before it can be known whether he will live or die. It is reported that the wound was inflicted by a playmate, Vincent Arledge, a boy about his own age, with whom he had an altercation Sunday night after he and the other lad had been playing.

Hair seals, which abound on the western Canadian coast and have no commercial value, are one of the greatest menaces to salmon.



The Greenbrier
WHITE SULPHUR SPRINGS
West Virginia
Society's Most Famous Resort for over a Century

Glorious and refreshing now in the clear, life-giving atmosphere of the high Alleghenies. Sport and rest, and the famous health-giving mineral waters and baths will give you new life. Golf, tennis, swimming pool, horseback riding over the mountains. And the comforts, hospitality and rare social charm of a great country house.

European plan—no higher than first class American plan. Special table d'hôte service during July and August. On main line Chesapeake & Ohio Railroad. Just 25 hours away.

THORNTON LEWIS WED STERRY H. M. TAIT
President Managing Director Resident Manager

"Lunch ready?"



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DE ONLIES' TROUBLE BOUT SENDIN' LITTLE CHILLUNS TO BE PIGGLY WIGGLY, BEY JES CAINT TOTE BACK ALL DEY GITS FUR DE MONEY.



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\$100,000,000.00 is behind Budweiser; no wonder it is supreme.

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Kodak Fresh Eastman Films
Correct Developing Values Prints
Sample print and price list on request
E. H. COLE, Inc. Atlanta

Visit Our New Cigar Department. Complete Line of All Good Cigars, Cigarettes and Tobaccos
JACOBS' PHARMACY
Cor. Whitehall and Alabama

VICTROLAS
GOODHART-TOMPKINS
83 PEACHTREE ST.
\$100,000,000.00 is behind Budweiser; no wonder it is supreme.

"11"

ONE-ELEVEN
Cigarettes
Ourselves of making good with millions of smokers suggests that we know how. Just buy a package and find out.

20 cigarettes 15¢
Guaranteed by The American Cigarette Co.

The FRANKLIN

Another Price Reduction Effective June 1st, 1921
Enclosed Cars \$200 to \$250; Open Cars \$150 to \$200

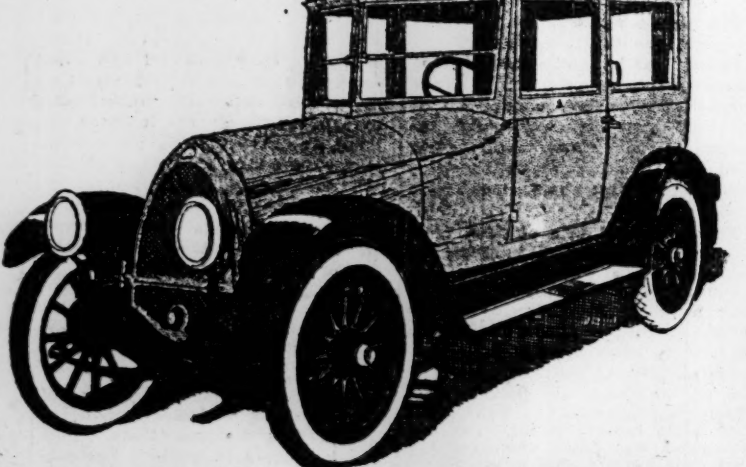
Ability to get away quickly, to hold the road without skidding, and to come to a quick stop—these are the reasons why the Franklin is safe.

With this safety go all the other desirable qualities resulting from Franklin light weight and flexibility, and indicated by these owner averages:

20 miles to the gallon of gasoline
12,500 miles to the set of tires
50% slower yearly depreciation
(National Averages)

FRANKLIN MOTOR CAR COMPANY
94-96 West Peachtree St. Atlanta, Ga.
Phones: Ivy 2406-2407

R. E. Tyus Beall-White Motor Co.
Griffin, Ga. Athens, Ga.
McMurry Motor Car Co. G. H. Hays
Columbus, Ga. Rome, Ga.



An Invitation
which we cordially extend to
The Public and to visiting
Members of the F. A. A.
(as well as to all other delegates of the A. A. C. of W.)

WE INVITE you to view an unusually interesting collection of full-color advertising posters now on display in our banking room.

ESPECIALLY noteworthy is a canvas (the original, done in oils)—a quite remarkable work by one of America's leading illustrators, Malcolm Barclay, entitled:
"Life's Sternest Challenge."

The Lowry National Bank
Corner Pryor and Edgewood
"On the Way to the Auditorium"


HEINZ
OVEN BAKED BEANS
with Tomato Sauce

Johnny is next thing to a hurricane when he comes bursting into the house for a meal of Heinz Baked Beans. Oh, Boy! he likes them! And it's because his mother gives him nourishing food that Johnny is so husky and healthy.

Heinz Baked Beans are as healthful and nutritious as they are good to eat. The Heinz method of oven baking by dry heat preserves their natural goodness—and Heinz famous Tomato Sauce lends a tang and flavor that give them supreme perfection.

Make Heinz Baked Beans the staple dish in your home cooking. Always keep a good supply on hand.

One of the **57**



HUNT CONTINUES FOR SUSPECTED SLAYER OF BABY

Moorestown, N. J., June 13.—Louis Lively, negro, suspected of having slain 7-year-old Matilda Ruseo, of East Moorestown, was still at large today, hunted by scores of policemen and citizens. During the search a half dozen men have been arrested by the police in this state and in the vicinity of Philadelphia, but all were released after establishing their identity.

Threats against the suspected negro are still heard, but the temper of citizens of East Moorestown is quieting as a result of the advice given by the Rev. James F. Henrick, of Moorestown, at the funeral of the

little victim yesterday. He admonished the people to view the situation with calmness and depend upon the law to punish the murderer. The little girl, daughter of a tailor, was missing a week before her mutilated body was found buried in the cellar of the house where Lively lived. Lively's wife, who is in the Burlington county jail at Mount Holly, was not at home last week, and told the authorities she knew nothing about the crime.

George Lowman Finds Questions Hard to Answer

All of His "Cramming" of
No Avail When Test
Moment Comes.

BY FUZZY WOODRUFF.
George Lowman, who is president of the Atlanta Ad club and ex-officio committee on entertainment and bureau of information, wore his blue and gold colors trailing in the dust yesterday. "I was prepared to advertise Atlanta all week," said Mr. Lowman in a voice that was husky with emotion and automobile dust. "For months, prior to the convention I had burned the midnight oil so that no visitor could ask me anything about Atlanta, Georgia, or the south that I couldn't answer him in the lifetime of a bottle of Johnnie Walker, which isn't the lifetime of Methuselah—not these days, anyhow."

"I had all such information right at my finger tips and tongue's end, as the number of railroads entering Atlanta; our freight rates, and water supply; our school facilities and the number of spindles in our cotton mills; the location of the Carnegie library and the number of churches in our city; the position of the federal batteries at the battle of Peachtree creek and the family tree of little Bob Jones."

Bursting With Information.
"There wasn't anything about Atlanta I didn't know, and Sunday I went forth just bursting with information. I was daring somebody to ask me something."
"I greeted the delegation from Chicago, as the members alighted at Brookwood, I explained to them that we had an ornate and complete terminal station further on down the line."
"Why do you have it, when everybody gets off here?" a delegate asked.
"I realized that I hadn't looked up this information and took up the subject of a famous Georgia product that visitors never hear hearing about. 'No better stuff ever came out of a worm,' I told them."
"Is it the corn worm that they make the stuff from?" asked my Chicago friend. "Something like the silk worm, I imagine. How interesting."

Stumped Another Time.
"Why didn't he burn the Kimball house?" asked my inquisitive friend and that was another one I had to look up.
"We passed a gentleman who was smiling broadly, wearing nineteen badges and preparing to make a speech. 'That,' I said, in lecturing voice, is Julian Boehm. He is past president of the ad club, president of the Civilians, and a director of everything else from the day nursery for crippled cats to the Ninth National bank that hasn't been started yet."

"What does Mr. Boehm do for a living?" was the stunning question. "Our car passed the capitol. I pointed to the fine equestrian figure standing guard at its portals. 'The Gordon statue,' I remarked."
"O, yes. The gentleman who made gin, wasn't he?" said Chicago, and again my assemblage of information smiled.
"I had about given up, but I thought to make one more try. Is there anything of peculiar interest

in Atlanta that you would like to see?" I asked.
"You bet," said Chicago. "Drive us out to your river or to East Lake or to some pond. I want to see the watermelons grow."
"No," I replied firmly. "We will wait until tonight and then I'll take you to the top of Stone mountain and let you see the moonshine."

The ad men evidently expect to see the beer provisions of the Volstead act abrogated before they look for a resurrection of the legalization of the hard stuff. "Come to Milwaukee in 1922," one sign reads, while its neighbor says, "Come to Louisville in 1923."

Special schedules were inaugurated by the street car line to East Lake, but some of the street cars weren't notified. The front wheels of an East Lake car, bearing ad men, started all right for the lake, but the rear wheels, which had been accustomed to turning up Washington street, made the turn when the car started to pass the capitol. A standing ad man sat down hurriedly at this point.

All the visitors at the East Lake frolic got an eyeful of the famous golf course and the assembled trophies of the youthful Atlanta sharks, which were on exhibit in the reception room. A number tried the course, but none of Bobby's nor Miss Stirling's records was endangered.

The Miami Seminoles took Decatur street by storm. Negroes stopped watching a peripatetic dentist hauling out molars as one of the obnoxious approached a fish stand and followed in his wake until he hopped in an automobile.

NEED OF SKILL URGED IN BANK ADVERTISING

In connection with the convention of the Associated Advertising Clubs of the World, now holding their seventeenth annual session here, the Financial Advertising association, closely affiliated with the order, held a meeting Monday afternoon at the Capital City club. Various questions were discussed by men prominent in the financial world, and matters touching on almost every phase of capital, banking and finance were subjects.
Hubbard F. Houston, of "World's Work" magazine, gave an address on "Financial Advertising from the Reader's Angle." Mr. Houston said that advertising methods involving momentary transactions required a skill of technique which was necessary to secure the public's confidence, and said this phase of advertising is perhaps the most delicate with which men in the advertising profession have to deal.
Thomas B. McAdams, of the Merchants National bank, Richmond, Va., delivered a talk on "The Salable Bank." Other addresses were given by L. A. Mershon, secretary commercial publications, Press company's division of the American Banking association, whose subject was "Selling Trust Department Service," and by Haynes McFadden, editor of the Southern Banker, of Atlanta, who spoke on "The Financial Bank Association."

There will be two sessions of the Financial Advertising association Tuesday, one at 9:30 o'clock in the morning and the other at 2:30 o'clock in the afternoon, both at the Capital City club. There will be a meeting at the same place Wednesday afternoon.

Advertiser's Dollar Now Worth \$1.66 in The New York Herald

The present general advertising contract rate in The New York Herald averages 40% less and the net paid circulation is greater than The Herald and the Morning Sun combined when amalgamated February 1, 1920.

Another way of figuring it is that the advertiser gets more circulation for 40% less cost.

In what other Metropolitan newspaper can advertising space be purchased today at a lower rate per line per thousand circulation than in January, 1920? Certainly not in New York.

In the balance of the New York Morning Newspaper field the average worth of advertiser's dollar is under 90 cents on the same basis of comparison.

THE NEW YORK HERALD

USE CONSTITUTION WANT ADS

Be Sure to See Those Charming Pictures

Color—as the painter sees it in green fields and running brooks, in breeze-swayed trees, in sea and sky and woodland haunt, has been perpetuated in classic print to charm the eye of every man. We have exhibitions of the works of famous American artists transferred to paper by American artisans in an American institution.

We want you to see these pictures. You will surely say you've spent an enjoyable and instructive hour. For you will see such color-printing as you have never seen before. Every intent of the painter, every stroke of brush, every tone of the pigment is held truly as it was in the original. These exhibitions are at

W. E. Browne Decorating Co., 403 Peachtree Street
Goodhart Tompkins Co., 83 Peachtree Street
Georgia Art and Supply Co., 65 South Broad Street
Samuel G. Walker, 91 North Pryor Street
Cole Book and Art Company, 123 Whitehall Street

These fine prints will show you what we can do for you, advertisingly, with our reproductive process. For we believe we excel in the making of fine packages, labels, calendars, posters, store cards and window trims; designing all and handling them from start to finish. All these adjuncts are created with full sales force and are made right for the work they must do.

Our Trade-mark Bureau contains 730,000 registered and unregistered trade-marks, so quickly accessible that the right to registration or its lack can be at once determined. This is without charge of any kind, and often at a saving of time, money and costly litigation. We design trade-marks and invent trade-names too, for all manner of merchandise.

But just now, we are anxious to have you see these really amazing pictures. And you'll find our Mr. William Schneider at the Hotel Ansley ready and eager to tell you about them and the artists who made them. He is in charge of our Fine Arts Division and it is said that he knows pictures. Try him.

THE UNITED STATES PRINTING
AND LITHOGRAPH COMPANY

Color Printing Headquarters

Cincinnati, Baltimore, Brooklyn

IN THE SOUTH ---IT'S--- MORNING NEWSPAPER FIRST

First in buying power;

First in the home;

First in influence;

There is not a well-to-do man or woman in the South who does not read the morning newspapers.

Figures show an overwhelming predominance of carrier, home-delivery of morning newspapers in the South, and over 90 per cent stay there. The evening is the time for out-of-doors in the South.

Every great movement for civic or social advance has been fathered or received its strongest support from the morning newspapers of the South. Just recall the names of great Southern editors and see how they are linked with Morning Newspapers.

The undersigned is the only firm of Publishers' Representatives accepting for representation throughout the United States Morning Newspapers only from the South.

The Eighteen Solicitors from the firm's Five Offices argue at all times:

"Use Morning Newspapers First In The South."

CONE, HUNTON & WOODMAN

PUBLISHERS REPRESENTATIVES

NEW YORK — CHICAGO — DETROIT — KANSAS CITY — ATLANTA

TWAS FIFTY YEARS AGO, MY LADS!

Continued from First Page.

terday. A man, whose name we could not ascertain, got cut and shot. With this exception we believe, all passed off agreeably.

How Rough the Waters Of the Canal Are Today.

The question of building a cotton factory in Atlanta is attract-

ing attention. Why not put the ball in motion? If there was a canal from the Chattahoochee river through the city there might be a dozen factories started.

Those City Slackers.

We learn from our efficient receiver of taxes, A. G. Grier, that the people of Fulton county, outside the city, have come in and given their tax returns, while the people of Atlanta have not come up.

First

In the afternoon
and (now) on
Sunday morning

In New Orleans
It's THE ITEM.

Silks
of
Quality



Reasonable
in
Price

Silks of Such Quality as to Assure You Service

SELLING Silk to people is a matter of grave responsibility as we see it, for not only the first cost is involved in the transaction, but there are hours of painstaking labor, straining eyes and sacrifice of pleasure in the finished garment made from the silk we sell. Therefor, we believe OUR SILK should be of such quality as to assure you SERVICE and PLEASURE after your garment is made up to repay for the hours you have spent in making it.

Every yard of SILK YOU BUY FROM US IS FIRST-GRADE. It comes from the best looms of America. IT IS DEPENDABLE, VALUABLE.

Crepe de Chine—40-inch, all pure silk. Colors: black, flesh, white, old rose, pink, jade, gold, yellow, brown, navy, gray and all colors. Special, yard \$1.98

Mignonette Jersey—All-silk, 36-inch. Colors: black, honey dew, brown, navy, white, gray, henna, old rose, gold, jade, and castor. Extra good quality. Special, yard \$1.98

Georgette Crepe—40-inch, black, white and all colors. Special, per yard \$1.75

Society Wash Satin—33-inch, for skirts and undergarments. Colors: White, light blue, flesh, honey dew, lilac. Special, yard \$2.50

White Washable Silks and Crepe—40-inch, for skirts, in stripes. Special, yard \$5.95

Plaids—40-inch, self-colored in crepe de chine, also figured crepe. Interesting line of shades. Special, yard \$5.95

Sport Silks—40-inch, stripes and plaids, tally-ho and others. Good selection of colors. Special, yard \$4.50

Chiffon Taffeta—A very fine quality, navy and black, 36 inches wide. Special, yard \$1.95

Black Taffeta—36-inch, and a splendid quality. Special, yard \$1.69

Canton Crepe—White, black, navy, brown, henna and gray. 40 inches wide. Special, yard \$4.50 to \$5.50

Foreign Pongee—33-inch. Three special numbers, unmatched for the price. Special, yard \$1.19, \$1.39, \$1.49

Figured Crepe—33-inch. For summer dresses, white ground, navy, henna, mais, black and white, brown. Special, yard \$3.50

Satin Royal—A very fine satin, also snake skin and sports satin, in all colors. Special, yard \$2.95

Chiffon Taffeta—36-inch. Black, navy, brown and all colors; soft finish. Special, yard \$2.75

Chamberlin-Johnson-DuBose Co.

THE CONSTITUTION, ATLANTA, GA., TUESDAY, JUNE 14, 1921.

Separate Peace Opposed By Harding, Says Hollomon

BY JAMES A. HOLLOMON.
Constitution Bureau.
Raleigh Hotel.

Washington, June 13.—(By Constitution Leased Wire.)—The government of the United States, following an agreement of the conference committee on a congressional peace resolution, which "agreement" is in itself too far off at this hour to admit of sound speculation, will take immediate steps toward a treaty with Germany through the door of the treaty of Versailles.

That much can be stated as a fact, and the "irreconcilables" in the senate, and throughout the whole country, who look for the eternal how-ows if the treaty of which ex-president Wilson was a part of the making is accepted as a vehicle by the Harding administration, can make the most of it.

The most remote thing in the minds of both the president and Secretary Hughes, is a separate peace with the enemy; or any negotiation even looking to an agreement with Germany that does not come through and in co-operation with the allies. Hence comes the purpose to begin negotiations at once to see if the United States may not secure suggested reservations to the Treaty of Versailles agreeable to all the allied signatories, so that the United States may in turn affix its signature and thus place the Treaty of Versailles again before the senate for ratification.

Hughes' Program.
That is the program upon which the secretary of state is now preparing to launch, but which cannot be begun until after the Knox and Porter peace resolutions, which have now passed the senate and house, respectively.

Relations Strained.
In view of the fact that the two

resolutions are entirely different, the senate machine repeating the war declaration of 1917, which the house measure does not do, it is no secret that strained relations have been engendered between the leaders of the two foreign relations committees, much so that the conferees will not even meet as "friends," much less in a spirit of reconciliation.

PEACE RESOLUTION ADOPTED BY HOUSE

Continued from First Page.

rights it acquired under terms of the treaty of Versailles, and to insure that sequestered alien property will be retained for the settlement of American claims against Germany. Its passage had been conceded, but this did not keep the democrats from making a spirited attack during the two days it was under consideration. The vote was 305 to 61. Many democrats voting with the republicans.

Republican Opposition.
Representative Kelley, of Michigan, a republican, attacked both senate and house peace resolutions in strong terms.

"God grant," said Kelley, "that the statesman of the world may not be obliged to measure America's conception of international morality by what they find in this weak and pusillanimous document known as the Knox resolution."

"I am opposed to the house resolution because I cannot bring myself to believe that the supreme struggle of the ages to free institutions and free governments should be ended by a simple ex parte resolution merely declaring the existence of a state of peace."

MAY STUDY FARM CONDITIONS HERE

Continued from First Page.

for Lenroot, who introduced the resolution into the senate calling for the creation of the commission and is one of the six senate members said he would give serious thought to the suggestion that the members now sessions in Atlanta for a brief period.

Seeking Accuracy.
"It is quite likely," said Senator Lenroot, "that the commission will obtain more accurate information regarding cotton and other staples for it went to the source and was not the work in search of such knowledge."

Of course, the commission is not yet organized and I cannot commit myself to any particular policy or course of action, but the suggestion that we spend some time in Atlanta is certainly entitled to consideration."

It is assumed that the commission will hold meetings at Kansas City, Omaha and other cities which are situated in the center of large agricultural communities and in any case, however, a large number of the leaders will also come to Washington in connection with the commission and place at its disposal what information they may have.

Urges Co-operation.
Mr. Barry, a very citizen who wants to arrive at the truth should willingly co-operate with the commission.

"Whether the commission accomplishes anything is almost wholly up to that," said Mr. Barrett. "It is armed with large powers and it is assumed that it will be adequately financed. The members work with zeal and energy and are not afraid of truth, something nationally beneficial will be accomplished."

Discussing more in detail the aims and purposes of this congressional commission, which is an innovation in national legislation, and will be watched with scrutinizing eyes not only in America, but from every country on the globe trading in American raw products, Mr. Barrett issued the following statement to The Constitution:

"Numerous alleged remedies and temporary palliatives are offered. Every phase of this distressing national situation is treated by theorists who believe that they have remedies for all national ailments. It would be impossible for congress to give even passing attention to all persons who believe themselves to be possessed of the alchemic powers which, if properly used, would immediately convert this adversity into national prosperity."

is record vote the creation of this commission, recognized the truth that all our citizens are interested in agriculture and the nation's business. It did not regard this question as sectional or political when it provided that the commission should be non-partisan as to politics, the personnel by common consent being selected from states widely separated, having interests superficially in conflict, but fundamentally the same.

"This commission will need the co-operation of all citizens. Every farm organization, through their responsible officers should be ready to give the commission the benefit of their aid and advice. All consumers' leagues, labor organizations and other collections of citizens brought together for mutual help, should follow the example of the farmers."

May Compel Witnesses.
Some citizens may not be willing to tell all they know about faults in our transportation, financial and distribution systems. Congress anticipated this situation by giving the commission power to compel the at-

tendance for witnesses. It will not be possible for any person to plead that what he or she may know is none of the commission's business. This inquiry is the nation's business and the commission is the nation's servant.

"It has been suggested in some quarters that the commission may be used as a shield for certain statesmen who are not willing that legislation which may afford temporary or partial relief for agricultural conditions shall be adopted. In other words, it is proposed that all bills or resolutions dealing with the farm situation be referred to the commission, thus delaying indefinitely their enactment."

"Of course, the commission will not regard itself as a receptacle for all bills, which some persons would like to see shelved. Agricultural measures will as usual be referred to the agricultural committees of the house in which they originate."

"If persons and interests not particularly friendly to agriculture design to delay relief legislation pending the report of the commission, they will find that they have made a wrong calculation. Farmers and their friends everywhere will not consent to any such program. They will insist that all relief legislation which they have endorsed be energetically pressed and speedily enacted into law."

Some citizens may not be willing to tell all they know about faults in our transportation, financial and distribution systems. Congress anticipated this situation by giving the commission power to compel the at-

Hard as the rock from which it gets its name—lustrous as the moonbeam on a mirrored lake—enduring through the years—that's the kind of a finish Liquid Granite will give your floors.

Specify Berry Brothers Liquid Granite for your floors—it pays to be particular.

Made by
BERRY BROTHERS
World's Largest Makers
Varnishes and Paint Specialists
Detroit, Mich. (45) Walkersville, Ont.

Successful Advertising in the Trade and Technical Field

The field covered by CLASS is that of successful advertising in the class, trade and technical field. Marketing methods, copy, medium and all the other important factors are fully covered. We publish more information about class, trade and technical advertising and more advertising of class, trade and technical publications than all other advertising magazines combined.

CLASS

For Class, Trade and Technical Advertisers
537 S. DEARBORN ST., CHICAGO
G. D. Crain, Jr., Publisher.

For Sample Copy, Call Mr. Crain, at the Georgian Terrace Hotel.

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"Marketing a Raw Material"

the subject of a paper based on experience acquired in a \$100,000 campaign, will be presented at the business press departmental at the Boys' High School, Room B, this afternoon at 2:30 o'clock. If you are interested in the subject, hear this talk by

Austin L. Black, Advertising Manager Pacific Lumber Company, Chicago.

This is only one feature of this important session, which will be presided over by W. R. C. Smith, president of the W. R. C. Smith Publishing Company, of Atlanta. Other speakers include F. M. Cockrell, promotion manager of the McGraw-Hill Company, Inc., of New York, and Jesse H. Neal, executive secretary of the Associated Business Papers, Inc., New York. Advertisers, agents and publishers are invited to attend.

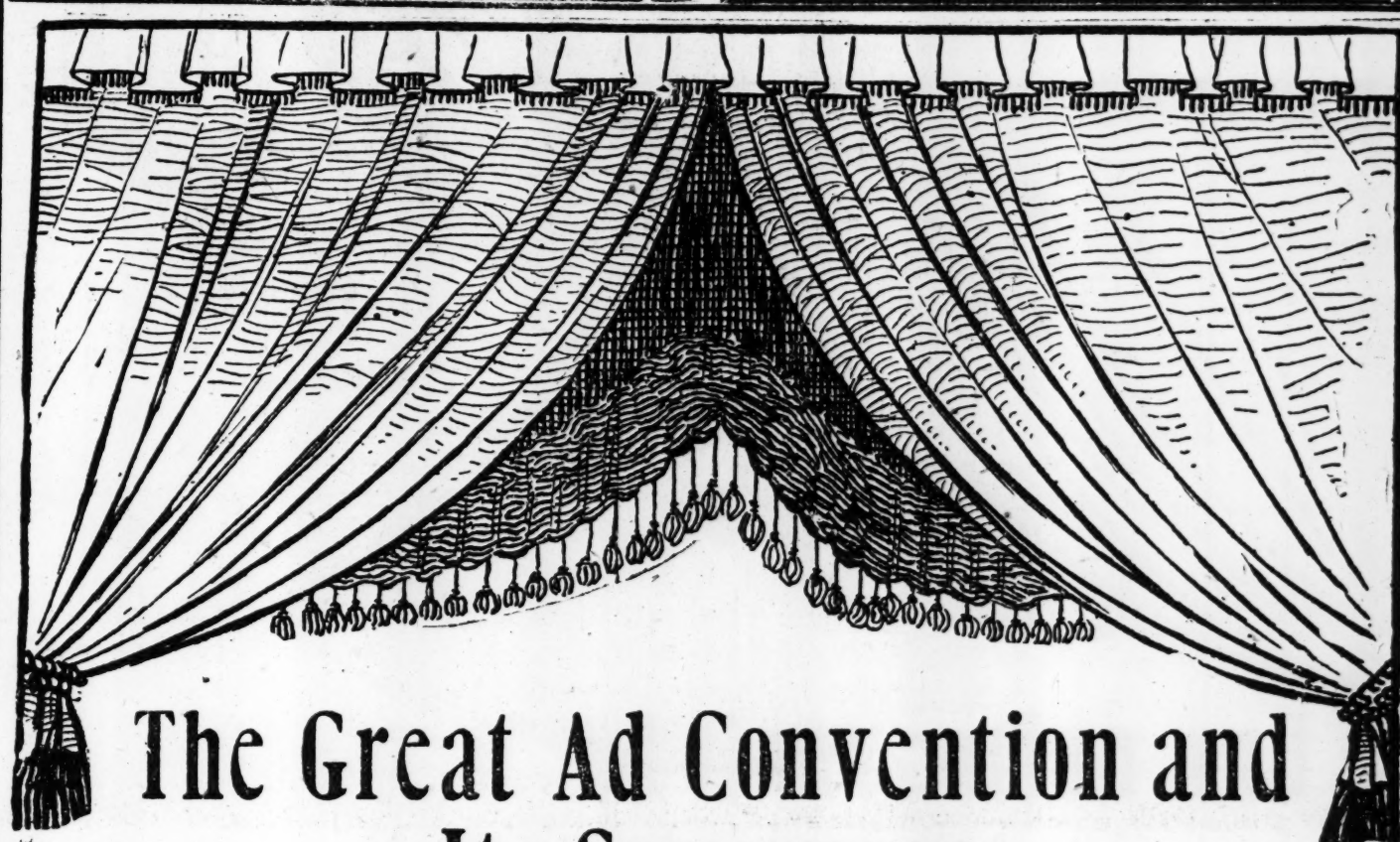
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The Great Ad Convention and Its Successor

SOMETHING TO THINK ABOUT RIGHT NOW!

We belong to the Advertising Club of Atlanta. It's a credit to the city. We consider the Ad Convention one of the most important gatherings ever assembled anywhere. More power to the far-reaching campaign for TRUTH IN ADVERTISING!

But we would remind all Advertising Men and Sales Executives that another event of equal business importance quickly occurs in Atlanta—the First National Drug and Sundries Exposition, Atlanta Auditorium-Armory, July 4 to 9, when more than a hundred of the largest concerns of the United States, selling to and through the Drug Stores will make complete Sales Displays of their products, and thousands of Southeastern Druggists will come here to find a Genuine Market prepared for them.

This Exposition will hereafter be an annual event, and will create and establish a permanent, annual Southeastern Market for Drugs and Sundries.

You owe it to your clients or to the manufacturing houses you represent to investigate carefully the exceptional merits of this Sales Expansion Opportunity. Desirable space may still be had, but it is going rapidly to large concerns. The undersigned will be glad to give you full information, or our representative will call when and where you say.

JAMES A. METCALF, Secretary and Manager.
428 Grant Building, Atlanta. Phone Ivy 7623.

NOTE: By arrangement with Mr. Charles J. Mackintosh, of Chicago, a large portion of the wonderful Publicity Exhibit of the Ad Convention will be held over in Atlanta for the Drug and Sundries Exposition.

St. Elmo Massengale of the Massengale Advertising Agency said in a recent letter to members of the National Association of Advertising Agencies that Sales Expositions of this character "form a desirable and valuable connecting link between National Advertising and Profitable Distribution."

FIRST NATIONAL DRUG AND SUNDRIES EXPOSITION

AUDITORIUM-ARMORY

JULY 4TH 9TH



The daily newspaper has, in most cases, built up the dealer's own business. As an advertising medium, it has his absolute confidence. He knows that its circulation blankets his trading territory—that your advertising will reach all of its regular customers and many more people, who, if they are not regular customers, may be brought into his store by that advertising in order to purchase your product. No wonder he's willing to display your product, to push it wherever possible.

As to Art Work: Every agency executive knows that the only real limitation has been the inability to use color. And many newspapers now include supplements in which color advertisements can be run. The newspaper of today will successfully "take" practically any kind of art treatment. A little careful planning, careful work by the artist, judicious selection of type—that's all that is required to turn out as striking an advertisement as you'll see anywhere.

	Paper	Circulation	Population of City and Trading Territory	Rate Per Line for 10,000 Lines
Indiana, Evansville—	Courier	M..... 23,513 S..... 21,318	350,000	.05 .05
Indiana, Fort Wayne—	News and Sentinel.....	E..... 34,715 S..... 34,715	337,000	.08 .08
Indiana, Indianapolis—	*Star	M..... 89,220 S..... 116,419	800,000	.15 .20
Indiana, Muncie—	*Star	M..... 24,478 S..... 15,385	150,000	.07 .07
Indiana, Terre Haute—	*Star	M..... 23,143 S..... 19,545	190,000	.06 .06
*Combination rate, M. Circ. 100,541, R. per l. for 10,000 l., .25 S. Circ. 151,349, Population, 1,249,000. Rate per l. for 10,000 l., .30				
Indiana, Richmond—	Palladium	E..... 11,929	72,000	.05
Indiana, South Bend—	Tribune	E..... 17,128	305,000	.053
Iowa, Des Moines—	Capital	E..... 50,000 S..... 35,000	150,000	.14 .14
Iowa, Sioux City—	Tribune	M and E..... 52,034	425,000	.11
Iowa, Waterloo—	Courier	E..... 15,722	200,000	.05
Kansas, Kansas City—	Kansas	E..... 20,000	150,000	.05
Kansas, Topeka—	Capital	M..... 36,149 S..... 36,716	110,000	.09 .09
Kansas, Wichita—	Eagle	M..... 58,084 S..... 68,809	281,405	.15 .15
Kentucky, Louisville—	Herald	M..... 46,514 S..... 56,241	350,000	.09 .09
Kentucky, Paducah—	Sun	E..... 5,300	75,000	.025
Louisiana, New Orleans—	Item	E..... 65,000 S..... 95,000	4,000,000	.15 .18
Louisiana, Shreveport—	Times	M..... 24,643 S..... 35,290	150,000	.06 .08
Maine, Portland—	Express and Advertiser.....	E..... 24,740	200,000	.07
Maryland, Baltimore—	Telegram	S..... 22,855 M and E..... 217,683	850,000	.07 .35
Massachusetts, Boston—	Post	S..... 151,270 M..... 408,789 S..... 432,949	2,574,115	.35 .60 .55
Massachusetts, New Bedford—	Mercury	M..... 27,828 S..... 23,953	160,000	.07 .07
Massachusetts, Springfield—	Union	M and E..... 56,323 S..... 56,323	450,000	.12 .12
Massachusetts, Worcester—	Telegram-Gazette	M and E..... 75,000 S..... 75,000	500,000	.21 .21
Michigan, Detroit—	Free Press	M..... 150,000 S..... 175,000	2,250,000	.25 .30
Minnesota, Minneapolis—	*News	E..... 62,950	462,235	.12
Minnesota, St. Paul—	*News	E..... 82,489 S..... 45,387	360,000	.15 .12
**"Daily News," Combined (St. P.-Minneapolis.) Population 822,285, Cir., 148,488. R. per l. for 10,000 l., .27.				
Mississippi, Jackson—	Clarion Ledger	M..... 6,252 S..... 6,720	220,675	.08 .08

*This is the first of
page advertisements and
WATCH FOR THE
SAVE ALL THREE.*

before, advertisers need the newspaper gives

Consider the question of cost. In any community, the daily newspaper reaches more people, at less cost, than any other medium.

We hear a lot about "dealer influence." One kind is that which, through a splurge of "national" advertising, merely influences the dealer to stock up a product. That is not the kind you'll get from newspaper advertising. A campaign in newspapers influences the customers of each local dealer—and that is the only kind of dealer influence that, in the long run, pays.

Again, the dealer can more effectively tie up, by his own advertising, by window displays, by demonstrations and sampling, with your advertising when it appears in his local newspaper. And that is a mighty important advantage in itself.

Most progressive newspapers co-operate with salesmen who visit their towns, give them route lists and other valuable information as to local trade conditions, and assist them materially in getting a product displayed by dealers. Newspapers have local data that is always available to advertisers.

The newspapers listed below are always eager to co-operate with advertisers.

This list contains 126 daily newspapers in the worth-while buying centers of the United States, 100 in number. These papers daily reach practically every other family in these territories (the total population of which is 87,478,891) at the small cost per line of \$13.865.

A 10,000 line advertising campaign in these 100 trade centers would call for an appropriation of only \$138,650.00.

Tear out this advertisement. Take it home with you. Check up with the data you now have on the papers listed here. Write to any of these papers for whatever information you wish to add to your present data. And keep these newspapers, and the prosperous markets that they so effectively cover, in mind. Next time you plan a campaign of any size, and wish to cover any or all of those markets—

Use the Newspapers



THE STRONGEST consumer influence in any community is the local newspaper. No other advertising medium is so vital to the consumer's welfare. No other medium has his confidence, his day-to-day interest, as has his newspaper. He could not enjoy life—he could not do business without it.

He devotes a definite portion of every day to read his newspaper. He reads it thoroughly. He's looking for news—fairly hungry to be interested. He's never in a more receptive frame of mind for advertising.

What is true of the average man is even more true of his wife. She, in many cases, reads the advertisements first. The woman is always on the hunt for a "good buy." And she knows where to look for it. In the newspapers.

Both man and wife, everywhere, every day, can be reached directly, surely, economically by one advertising medium—the newspaper.

If your product is made for general use, advertise it in the one medium that reaches the great mass of people everywhere—

The Newspaper

in of the trade centers in this list.



series of three two-
tearing in this paper.
NEXT ONE. AND
you can use them.

Paper	Circulation	Population of City and Trading Territory	Rate Per Line for 10,000 Lines
Missouri, Joplin— News-Herald	E..... 13,500 S..... 13,500	175,000	.05
Missouri, Kansas City— Star	M and E..... 440,000 S..... 223,000	700,000	.60
Missouri, St. Louis— Globe-Democrat	M..... 198,052 S..... 181,105	1,300,000	.35
Missouri, Springfield— Leader	E..... 15,168 S..... 15,037	250,000	.05
Montana, Billings— Gazette	M and E..... 11,032 S..... 10,578	150,000	.06
Nebraska, Omaha— News	E..... 73,650 S..... 68,120	500,000	.17
Nevada, Reno— Nevada State Journal	M..... 5,353 S..... 5,353	25,000	.035
New Jersey, Atlantic City— Press	M..... 20,169 S..... 20,169	83,914	.06
New York, Brooklyn— Standard-Union	E..... 67,031 S..... 45,102	2,812,000	.20
New York, Buffalo— News	E..... 105,555 S..... 312,764	800,000	.21
New York, New York— World	M..... 346,246 S..... 621,341	14,000,000	.58
New York, Rochester— Democrat and Chronicle	M..... 58,000 S..... 65,000	600,000	.17
New York, Syracuse— Post-Standard	M..... 50,043 S..... 50,874	450,000	.16
New York, Troy— Record	M and E..... 22,393 S..... 21,096	150,000	.05
N. Carolina, Charlotte— Observer	M..... 22,846 S..... 22,846	450,000	.06
N. Carolina, Winston-Salem— Twin-City Sentinel	E..... 10,135 S..... 14,776	200,000	.04
North Dakota, Fargo— Plain Dealer	M..... 161,000 S..... 217,461	132,000	.05
Ohio, Cleveland— Herald	E..... 15,908 S..... 29,500	3,000,000	.32
Ohio, Dayton— Journal	M..... 40,579 S..... 24,990	350,000	.11
Ohio, Youngstown— Vindicator	E..... 25,373 S..... 14,220	275,000	.07
Oklahoma, Muskogee— Phoenix	M..... 15,908 S..... 46,122	100,000	.05
Oklahoma, Oklahoma City— Times	M..... 56,376 S..... 71,329	750,000	.12
Oklahoma, Tulsa— World	M..... 34,137 S..... 35,292	15	.15
Oregon, Portland— Oregon Journal	E..... 69,586 S..... 84,975	400,000	.14
Pennsylvania, Allentown— Call	M..... 28,430 S..... 4,515	200,000	.10
Pennsylvania, Erie— Times	E..... 20,600 S..... 28,000	153,000	.08

* Combination, M & E. Circ., 102,498. R. per l. for 10,000 l., .28.

Paper	Circulation	Population of City and Trading Territory	Rate Per Line for 10,000 Lines
Pennsylvania, Harrisburg— Patriot	M..... 46,500 S..... 23,143	210,000	.11
Pennsylvania, Lancaster— Intelligencer	E..... 23,143 S..... 244,892	220,000	.08
Pennsylvania, Philadelphia— Public Ledger	M and E..... 244,892 S..... 212,675	5,000,000	.50
Pennsylvania, Pittsburgh— *Sun	E..... 73,825 S..... 69,049	2,500,000	.15
*Post	M..... 111,452 S..... 111,452	18	.18
* Combination, M & E. Circ., 142,874. R. per l. for 10,000 l., .28.			
Republican	M..... 31,190 S..... 23,798	400,000	.10
Rhode Island, Providence— Tribune	E..... 23,798 S..... 12,627	525,000	.09
South Carolina, Charleston— News and Courier	M..... 10,620 S..... 11,240	282,143	.04
South Carolina, Columbia— State	M..... 21,302 S..... 21,857	275,000	.06
Tennessee, Chattanooga— Times	M..... 22,520 S..... 23,382	250,000	.07
Tennessee, Knoxville— Sentinel	E..... 23,687 S..... 84,788	425,000	.06
Tennessee, Memphis— Commercial Appeal	M..... 84,788 S..... 116,015	676,626	.15
Tennessee, Nashville— Banner	E..... 43,500 S..... 46,500	650,000	.10
Texas, Beaumont— Enterprise	M..... 25,256 S..... 31,114	92,000	.08
Texas, Fort Worth— Star-Telegram	E..... 80,000 S..... 95,000	185,000	.16
Texas, Galveston— News	M..... 11,750 S..... 17,277	50,000	.07
Texas, Houston— Chronicle	E..... 48,783 S..... 59,135	1,750,000	.12
Post	M..... 38,494 S..... 45,470	11	.11
Texas, San Antonio— News	E..... 28,647 S..... 30,536	850,000	.16
Express	M..... 47,579 S..... 41,939	11	.11
Tribune	M..... 41,939 S..... 71,268	807,000	.08
Virginia, Newport News— Press	M..... 5,167 S..... 10,774	200,000	.05
Times-Herald	E..... 9,304 S..... 45,535	458,666	.11
News Leader	M..... 54,000 S..... 70,000	400,000	.16
Post-Intelligencer	E..... 8,304 S..... 8,304	271,000	.03
Exponent	E..... 111,079 S..... 89,498	539,651	.20
Journal	E..... 18,000 S..... 4,018	160,000	.055
Telegram	E..... 4,018 S..... 4,018	25,000	.03
Enterprise	E..... 4,018 S..... 4,018	25,000	.03

AD WOMEN NAME LEADERS TUESDAY

Important Conference Will Be Held at 2 O'clock This Afternoon at Edison Hall.

BY BESSIE KEMPTON.
Miss Jane Martin, member of the executive committee, and Miss Mary Wheat, chairman of the woman's conference, announced Monday that the time of conference of advertising women Tuesday afternoon at Edison hall has been changed from 2:30 to 2 o'clock sharp, to allow the visiting members to finish their program in time to attend the reception given them at the Atlanta Woman's club at 4 o'clock.

The meeting will be featured by

the election of a chairman of the conference for 1922 and of a woman of the National executive committee.

According to the rumors current among delegates to the convention Miss Jessamine Hoagland, of the Chicago advertising club, will be elected to succeed Miss Martin, who has served for two years, and Miss Mary H. Wheat, of St. Louis, will be re-elected as chairman of the conference. Miss Wheat has served only a year.

Program For Afternoon.
The program for the afternoon follows: Greeting from various clubs represented. "Advertising's Future"—Helen H. Donnelly, former president of the A. A. C. of W.

"Interviewing One Thousand People a Year"—Mrs. Grace Oakley, publicity manager Hotel Pennsylvania, New York.

"Woman as Director of the Policy of the Advertising Department of a Big Newspaper"—Mrs. D. Fischer, Chicago.

"The Taylor System of Color Harmony"—Hazel H. Adler, New York.

"How American Dystinctives are Advertised and Marketed to the Mill Trades"—Miss Minna Hall Simmons, New York.

Election of a woman member of executive committee and women's conference will conclude the session.

The plan to establish a permanent convention city finds the women divided. Miss Martin is not in favor of meeting each year in the same place.

Does Not Favor Plan.
"I think it is part of advertising to send representatives to different parts of the country," she stated.

"It advertises the city to which they go and they have an opportunity to advertise their own city. Travel is a great medium of education, but to go to the same city, year after year would not benefit the delegates so far as learning anything about the various sections of our country nor give them an insight into the way they conduct their affairs at home after year is the association would lose one of its biggest assets if it decided to name a permanent convention city."

Miss Mary E. Crowley, president of the Woman's advertising club of Chicago, is in favor of a permanent convention city and is going to move to have Chicago named as the meeting place. Those who are in favor of the adoption of his plan state that it is not fair to ask \$50,000 each year from some city in order that the association may be entertained there. That it is better to spend a large sum of money towards the establishment of meeting place than to go from city to city year after year is the claim of those who are working for this proposition.

Pleased With Breakfast.
Visiting delegates were very enthusiastic over the success of the breakfast given Monday morning at Edison hall.

Women from Canada and Mexico, from Maine to California expressed themselves in the same manner.

At this breakfast the women and an opportunity to discuss plans, meet new members and greet the old ones. It resembled a college reunion, there was so much to talk about, and only a short time in which to do so.

After the breakfast the women attended the convention session.

REAL ESTATE DEALS INVOLVE \$264,600

J. R. Nutting & Co., real estate agents in the Flat Iron building, announce the following recent sales:

Home in Druid Hills, \$30,000.
Vacant lot, Briarcliff road, \$6,500.
Another vacant lot on Briarcliff road, \$6,000.

Business property on North Jackson street, \$20,000.
Business property on Whitehall street, \$23,000.

Farm near Cartersville, \$18,000.
Suburban property near Mobile, Ala., \$14,000.

Home on Peachtree way, \$10,900.
Vacant lot, Ansley Park, \$2,800.
Home on Gordon street, \$7,750.

Home in College Park, \$4,250.
Home on East Park lane, \$9,000.
Another home on East Park lane, \$9,500.

Home in Atkins Park, \$15,000.
Home on Elbert street, \$5,500.
Peachtree road property, \$46,000.

Home in Ansley Park, \$8,000.
Home on Ansley drive, \$12,000.
Home on Penn avenue, \$14,500.

Total \$264,600.
Mr. Nutting states that there is an active market and a big demand, especially for desirable homes, and as long as new people continue to pour into Atlanta this demand will continue. Many of the recent sales are to new comers.

Scouts' Camping Trip.
Dublin, Ga., June 13.—(Special.) A week's camping at Wilkes Spring, about 20 miles from Dublin, will be held by troops No. 1 and 2 of the Boy Scouts here.

The scouts will leave Tuesday to begin their camping trip. The boys will be accompanied by Scoutmaster S. V. Conners.

Inches for Inch Hounds

From Cincinnati.
Atlanta has a senegambian shoe shiner who thinks the Cincinnati delegation is a convention. He had industriously knocked the Ohio dust Monday from pairs and pairs of shoes for the Cincinnatians. A garrulous regular customer came along and climbed into the chair.

"Lots of people in town today," he observed.

"A convention of some kind here, isn't there?"

"Ad clubs, I believe."

"No, sir; convenshun from Cincinnati."

The scene, the Kimball house. The time, ten minutes prior to the opening of an important committee meeting.

An Englishman, enthusiastic and smiling, wearing a decided monocle, and speaking the perfect dialect of the staunch Briton, is frantically attempting to shave. The morning razor, y'know, will not cut. Just right. He arrives at an idea. The old thing needs honing.

He calls in a fellow ad man, an honest gentleman from that part of the golden west known as California.

"I say," says the Englishman, "did you ever 'one a bloody razor?"

"Sure thing," responded the really westerner, ready to assist in his comrade's plight. "Matter of fact, I own a couple of them right now."

"No, no, no, you misunderstand me entirely, don't you know? I say, did you ever 'one one?"

"And I said yes, I own—"

"No, no, no," five minutes more and the chairman would call the meeting to order. "I didn't say did you ever 'horn one, but did you ever 'one one. My word, but you Americans—"

The American, disgruntled and discouraged in his efforts to grasp the Briton's meaning, retreated to the precincts of his own room to discourse on the impossibility of the incorrigible, the incomprehensible "Limey."

While despairing of hope of a shave, the Londoner said a few things about the "bally" Yanks; they couldn't just understand, y'know, etc., etc.

Leniency toward offenders against the city parking regulations is the order of the day, or rather week, announces Chief James L. Beavers. Because of the many visitors to the ad convention motorists may enjoy life to the fullest for the next six days.

"Strangers in the city are not familiar with our traffic regulations and we don't intend to take away from their enjoyment of the occasion by a too rigid application of the parking ordinances at least," said the chief.

The local Kiwanians are to be hosts to all visiting members who are attending the convention at the weekly luncheon of the local club Tuesday at 12:30 o'clock in the Peacock restaurant.

Walter C. Barnwell, the prospects for a Kiwanis convention for Atlanta in 1922 are exceedingly bright, says President Barnwell. The Kiwanis special to the international convention at Cleveland leaves Saturday afternoon.

Sermon by Wireless.
An innovation in the way of speeches is to be delivered Wednesday afternoon to the delegates to the ad convention at the Wesley Memorial church by Rev. Hubert Cowley-Carroll of Hamilton, Ohio.

The feature is the fact that the speech is to be transmitted by wireless telephone from the Georgia Railway and Power company building, where a sending outfit has been installed. The subject will be, "Extending the Kingdom of God by Wireless Telephone."

The boy scouts of Atlanta are out in force to help make the ad convention success. There are 300 of them today on duty over the city. Patrols are organized to occupy such strategic points as the Auditorium, the press bureau, Wesley Memorial church and Five Points. Special de-

tails have been picked for the entertainments given for the visitors.

Some Book.

A gigantic book eight feet high and requiring a two-ton truck for transportation is the St. Joseph, Mo., contribution to the advertising odyssey of the convention. It is the convention issue of the official publication of the St. Joseph club and sets forth in hand-lettered type the opportunities of St. Joseph and the things the city on the banks of the Missouri is doing.

Efficiency is the keynote in the registration of the delegates to the ad convention at the registration booth in the Piedmont hotel. A huge rack on which are placed the names of all arriving delegates in alphabetical order is a feature that has been commented upon by strangers as being particularly useful. George Bowman, well-known advertising man and president of the Atlanta club, is in charge of the booth. An efficient and very easy-to-look-at corps of young ladies are his helpers.

Praise for Atlanta.
From all sides comes expressions of pleasure at the way in which Atlanta makes the stranger welcome. William C. Freeman, of the New York delegation, and one of the world's outstanding advertising men, is enthusiastic in speaking of the reception of the Gotham delegation at the Brookwood station Sunday. "I feel perfectly at liberty to go back to the ice box and help myself now," said he smilingly. Mr. Freeman has attended nearly all the national conventions of previous years and declares that Atlanta's hospitality has won his heart. The girls who added so much to the greeting extended to the delegation were given full honors. "They even wanted to carry our baggage," said Mr. Freeman.

The middle west as usual is here with the pep. The special carrying the Indianapolis, Cleveland, Cincinnati and Columbus delegation arrived at the Terminal station Sunday night at 9 o'clock. There were about 250 delegates and their wives aboard and they promised a live time for convention people.

Many Women Delegates.
The fact that women are making good in business is again thoroughly demonstrated by the number of women delegates present at the convention. It is estimated that there will be more than 200 from all parts of the country. A group of New York women came down by sea to Savannah.

One of the best known of the women delegates is Mrs. G. C. Oakley, editor of The Pennsylvania Register, the only daily in the United States issued by a hotel and the woman who made the Pennsylvania hotel and the Statler service famous. Mrs. Oakley is publicity chairman for the New York State

Federation of Business and Professional Women's clubs.

Oh, yes, there are lots more very interesting ladies present. There is Miss Louise Gladney from the University of Texas. She is a member of an advertising fraternity and announces that she is particularly concerned with the ethics of the profession. Then there is Miss Jessamine G. Hoagland, of Chicago, publicity manager for the National City bank, director of the Financial Advertising association, and director of the Woman's Advertising club of Chicago, who is slated to be the next woman member of the executive board of the Associated Advertising Clubs of the World.

Fred Houser on Hand.
Fred Houser, secretary of the

Atlanta convention bureau, was very much in evidence at the Brookwood station Sunday. He led the songs of welcome and rushed frantically down with his bevy of pretty girl helpers to meet the Chicago and New York folks.

There is no hint of pessimism in the phrases of the visitors. The language they speak is different from that of the calamity howler; nor would they understand the meaning of such expressions as "bad times."

Atlanta is a golfing town, the consensus of opinion among the visiting delegates. The incoming golf bags were so numerous Sunday that it looked like a golf tournament almost as much as an ad convention. Local golfers have

done much to put Atlanta on the sports map.

A total registration of 3,500 is the prediction of officials of the Ad club as to the number of visiting delegates. Three-fourths of that number had already arrived by late Sunday night. The delegates thronged downtown streets Monday, and the gay colors of their clubs made a picturesque medley.

Chosen Bank Counsel.
Dublin, Ga., June 13.—(Special.) C. G. Youmans, a young lawyer of this city, will leave for Columbus, S. C., Tuesday, to take up the work of assistant general counsel of the Federal Land bank for this district, which includes Georgia.

INTERNATIONAL PROPRIETARIES, Inc.

Extends cordial greetings and a hearty welcome to the delegates and visitors to the Convention of the Associated Advertising Clubs of the World.

Of course—ad folks, you'll want to go in swimming while here--we want to sell you a bathing suit because we handle Frisco's famous makes—priced less than they are worth.

Cotton bathing suits . . \$1½ to \$3
Wool-mixed bathing suits . . . \$4
All-wool bathing suits . \$5 to \$7½

Daniel Bros. Company

Founded Home of Hart Schaffner & Marx clothes, 45 to 49 Peachtree

'Brass-Tack' Merchandising

NEW ORLEANS is different from any other market in the United States, from the manufacturer's and distributor's standpoint.

TRADE CUSTOMS are deep-seated. Sales and advertising methods must be adjusted to meet conditions. The critic market makes any campaign defects quickly perceptible and causes New Orleans to be the best market in the South for the "try-out." Colgate & Co. selected New Orleans as the first large city for the "FAB" campaign.

THE TIMES-PICAYUNE maintains the largest and most highly organized Merchandising Bureau of any newspaper in the South, in the last year having made more than a hundred trade analyses and blanket surveys.

A FEW of the subjects of TIMES-PICAYUNE blanket surveys are: Baked Beans, Bottled Beverages, Insecticides and

Vermicides, Butter, Margarine, Detergents, Coffee, Candy, Cough Drops, Toilet Requisites, Laundry and Toilet Soaps, Hosiery, Jams and Jellies, Flour, Prepared Cake and Paucake; Paints, Table and Cooking Syrups, and Fountain Pens.

THE TIMES-PICAYUNE helps to form trade connections, has complete route lists of 23 retail trades, publishes its own merchandising newspaper, "The Store," mailed monthly to every merchant in the city, wholesalers, wholesale salesmen, buyers, department heads; circulation, 10,000.

THE TIMES-PICAYUNE'S Merchandising Bureau gladly helps to plan the advertiser's entire merchandising campaign in New Orleans, shaping it to take best advantage of local conditions. This department gives finger-tip information on the New Orleans market in short notice.

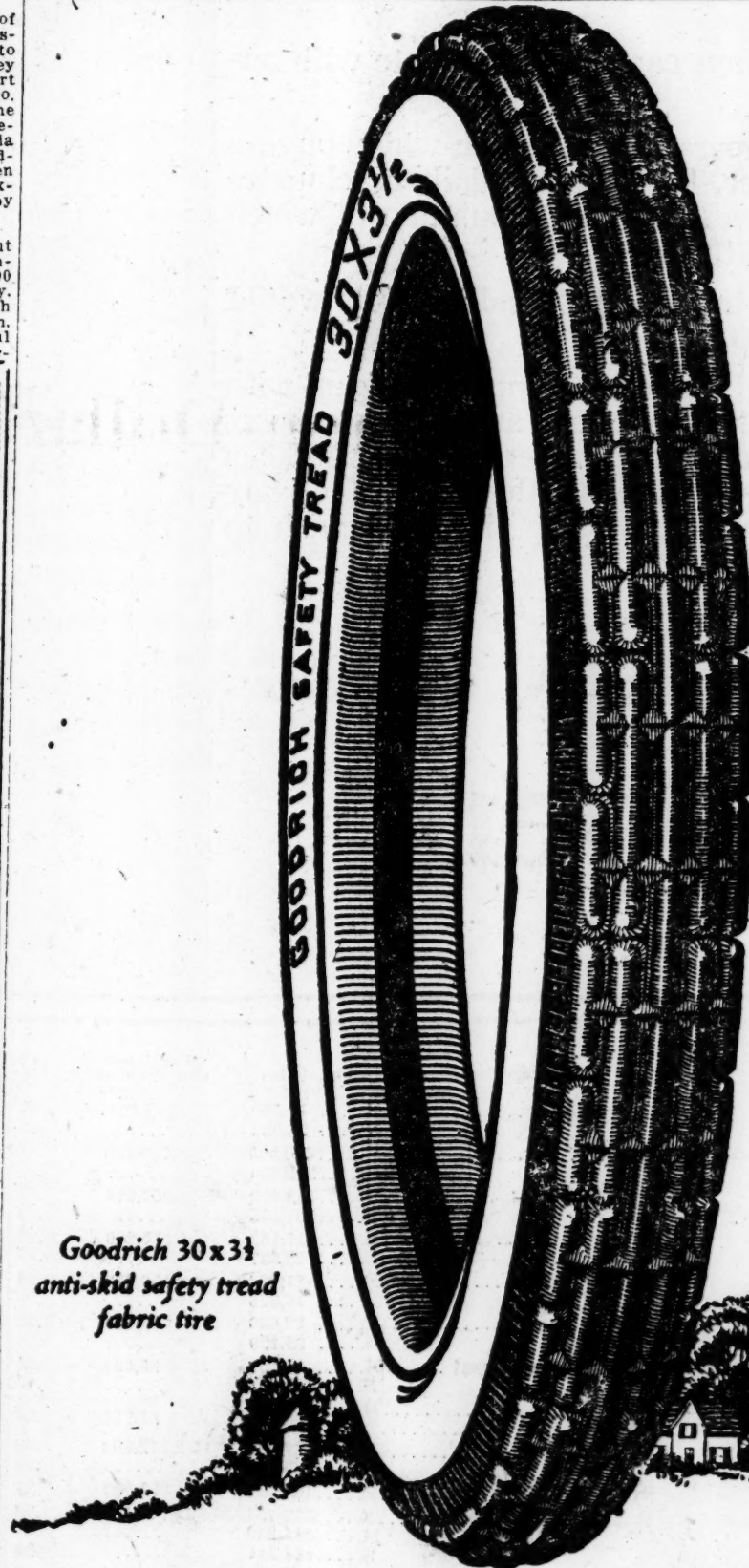
THE EFFICIENCY of this service lies in the fact that it is **ACTUAL** and **FRUITFUL** and not "promissory."

The Times-Picayune

THE SOUTH'S GREATEST NEWSPAPER

New Orleans, Second Port, U. S. A.

NATIONAL REPRESENTATIVES: Cone, Hunter & Woodman, Inc., New York, Chicago, Detroit, Kansas City and Atlanta.
R. J. Bidwell & Co., San Francisco.



Goodrich Tire Prices

reduced **20** per cent

The last word in Quality
The best word in Price

SIZE	SILVERTOWN CORDS Anti-Skid Safety Tread	TUBES
30-3 1/2	\$24.50	\$2.55
32-3 1/2	\$32.90	\$2.90
32-4	\$41.85	\$3.55
33-4	\$43.10	\$3.70
32-4 1/2	\$47.30	\$4.50
33-4 1/2	\$48.40	\$4.65
34-4 1/2	\$49.65	\$4.75
33-5	\$58.90	\$5.55
35-5	\$61.90	\$5.80

Fabric Tires

Smooth 30-3	\$12.00	Safety 32-4	\$26.90
Safety 30-3	\$13.45	Safety 33-4	\$28.30
Safety 30-3 1/2	\$16.00	Safety 33-4 1/2	\$37.15

Effective May 2

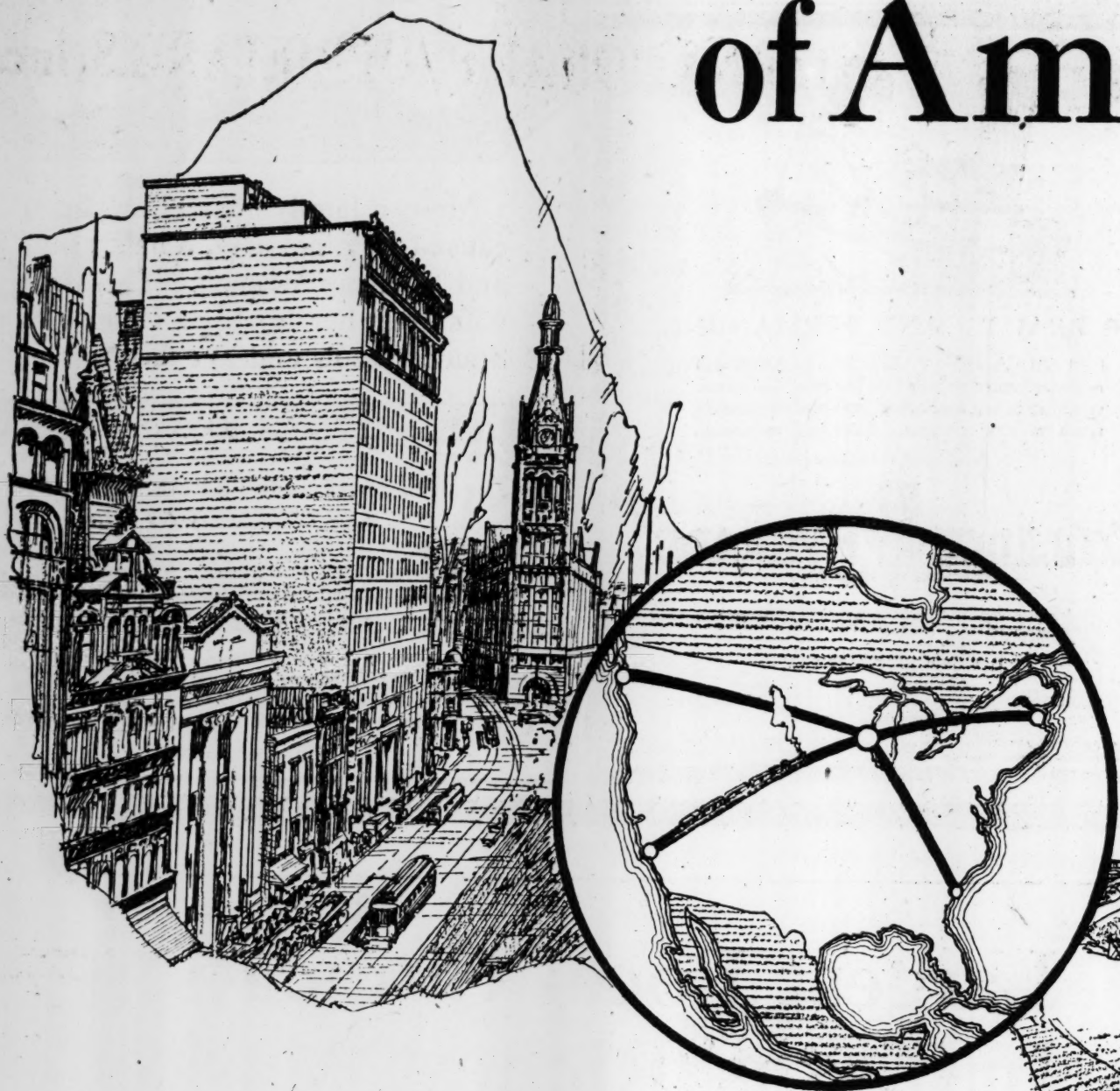
Goodrich 30x3 1/2—five Points of Excellence

1. One quality
2. Extra size
3. Specially designed
4. Anti-skid
5. Fair price

The name of Goodrich on a tire means one quality only. Like all other Goodrich tires this 30x3 1/2 is one quality. This standard is a fixed principle, and that quality must be the best our resources, skill and experience can produce.

THE B. F. GOODRICH RUBBER COMPANY
Akron, Ohio

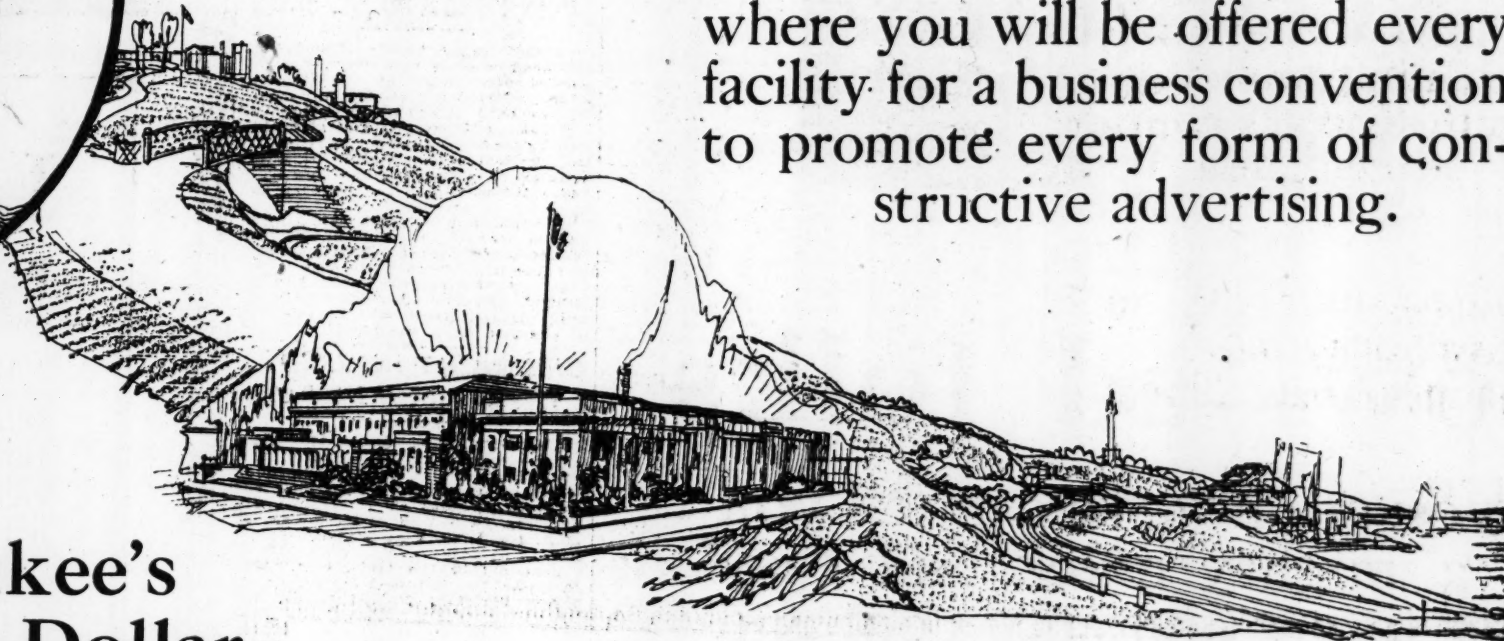
Milwaukee—the Four Corners of America—Centralized



East meets West at Milwaukee. North and South too. For Milwaukee is the Centralized City. Centralized for Seattle or Atlanta, Boston or Los Angeles. Convenient and easily accessible for all points in between.

Come to Milwaukee in 1922

where you will be offered every facility for a business convention to promote every form of constructive advertising.



Important Facts About Milwaukee

Hundreds of thousands of guests attended more than 200 major conventions held in Milwaukee during 1920. Several exceeded 5,000 in attendance. One surpassed the 10,000 mark.

Milwaukee's climate is refreshing and comfortable. Cool breezes blow from majestic Lake Michigan. Inland lakes and summer resorts supply entertainment and recreation features.

Many historic spots and places of romance to visit.

Milwaukee has hundreds of miles of excellent concrete roadways.

Milwaukee has ample first class hotel accommodations.

Milwaukee is banded together as one committee, to bid you welcome when you come in 1922.

Milwaukee's Million-Dollar Auditorium

occupying an entire city square, is the largest and finest convention hall of its kind in the country. All meetings can be held under one roof. Located in the heart of Milwaukee. Seating capacity, 13,500.

COME to Milwaukee in 1922. For here is a center where advertising has been nourished and developed.

It is a city of widely diversified industry. In 1920, its products exceeded one billion dollars. Its manufacturers are national leaders. They have a thorough knowledge of the power of advertising in its broadest sense. Because successful advertising has helped them to become national leaders.

Milwaukee, with a complete understanding and appreciation of advertising, invites you to come in 1922.

We of The Journal, pledge our unstinted cooperation to make the convention a business achievement. We'll spread the message of welcome to "4 out of every 5 English-speaking persons in Milwaukee."

For 39 years The Journal has been a Milwaukee institution—a vital part of Milwaukee—each growing with the other. Today The Journal has the biggest daily and Sunday circulation of any newspaper in Wisconsin.

So come to Milwaukee in 1922. You'll enjoy the true spirit of hospitality—for which Milwaukee has become nationally renowned.

We'll give you a most enjoyable time—**AND A CONVENTION THAT WILL BUILD AND BENEFIT ADVERTISING.** That's our promise.

The Milwaukee Journal

H. J. GRANT, Pub.
R. A. TURNQUIST, Adv. Mgr.

FIRST—by merit

O'MARA & ORMSBEE, Inc., Special Representatives,
New York Chicago San Francisco

CONFERENCE TO MAKE INAUGURATION PLANS

Plans for the inauguration ceremonies of Governor-elect Thomas W. Hardwick will be completed this morning when a committee appointed by W. C. Vreese, chairman of the state democratic committee, meets in Atlanta for a final conference. Mr. Vreese appointed the delegates from the governor-elect's friends throughout the state, and the complete list follows:

State-at-Large—Judge G. H. Howard, Atlanta; James B. Nevin, Atlanta; J. J. Flint, Griffin; Charles J. Barrett, Union City; R. T. Jones, Canton; J. D. Massey, Columbus; Frank Barrett, Augusta; Joseph E. Pottle, Milledgeville; T. M. McIntosh, Thomasville.

First District—Alex Lawrence, Savannah; second district Judge J. R. Pottle, Albany; third district, John Sheffield, Americus; fourth district, J. J. Yarbrough, Columbus; fifth district, Mayor James L. Key, John D. Little, W. W. Banks, John S. Cohen, Arthur Lucas, C. W. Robson, Jerome Jones, Walter P. Andrews.

and Benjamin M. Blackburn, of Atlanta; sixth district, Roland Ellis, Macon; seventh district, C. M. Head, Marietta; eighth district, Julian B. MacMurry, Athens; ninth district, William B. Sloan, Gainesville; tenth district, John W. Clark, Augusta; eleventh, T. D. Youmans, Waycross; twelfth, T. A. Peterson, Albany.

J. H. OLSON IN RACE TO SUCCEED HIMSELF

With the announcement Monday by Councilman J. H. Olson that he will be a candidate to succeed himself from the eleventh ward, a contest is on for the office. Last Wednesday, Homer C. Denton, young attorney, formally announced as a candidate for the place. Mr. Olson is serving his first term in the council.

HERBERT SMITH URGES CHURCH ADVERTISING

Herbert C. Smith, advertising manager of the Northern Presbyterian church, delivered an instructive lecture on church advertising at the meeting of the Presbyterian Ministers' association which took place at the Central Presbyterian church yesterday.

AD MEN OF THREE STATES TO PLAN CLOSER RELATIONS

Representatives of the Ad Clubs of Missouri, Arkansas and Oklahoma will organize at a luncheon meeting to be held in the main dining room of the Ansley hotel Wednesday afternoon at 1 o'clock. The object of the meeting is to bring about closer relations so that the clubs of the section may work together.

The meeting was called by Daniel A. Ruebel, president of the St. Louis Ad club. Low Howland, of Kansas City, vice president of the A. A. C. W., will preside. Ad clubs involved are those of St. Louis, St. Joseph, Columbia and Kansas City, Mo., and Tulsa, Oklahoma City, and Muskogee, Okla.

Contracts Are Let.

Vidalia and Royston have let contracts for the installation of water and sewage systems. The two cities voted \$60,000 in bonds some time ago, but have been waiting for decreases in the price of labor and materials. The J. E. McCrory Engineering company received the contracts.

Levey Will Honor William Oldknow By Party Tuesday

William Oldknow, father of the moving picture movement in Atlanta, will be honored Tuesday afternoon at 5 o'clock, when Harry Levey, president of the Screen Advertisers' association, of New York, gives a party and takes a moving picture on the lawn of Mr. Oldknow's home on Oakdale road. Mr. Levey, who is also the founder and president of the National Non-Theatrical Motion Picture Exchanges of America, will speak at the Atlanta theater Tuesday morning at 9:30 o'clock, as a delegate to the convention.

In making the picture on Mr. Oldknow's lawn, Mr. Levey will be assisted by Miss Irene Donth, president of the Donath Service, of New York; Miss Teresa Jackson, of the Murray Howe Co., advertising agency, of New York; Dick Cascard, sales manager of the Nickolas Powers Moving Picture, Inc., of New York; Dave Harris, of the Standard Slide, Inc., of New York; Bert Barnes, editor of The Blue Print, of New York; Alex Alexander, of The Farm Journal, and Henry Grant, who will work the camera.

An exchange of the National Non-Theatrical Motion Picture association will be established in Atlanta on June 25 by Mr. Levey, the purpose being to give churches, schools and other institutes an easy and cheap source from which to obtain educational pictures, aiming at the development of visual education in the south. A portable machine, known as the suitcase machine, selling for \$75, will be one of the means by which the exchange will make simple the distribution of these pictures.

So far 17,000 Roman Catholic and 10,700 Methodist churches are using motion pictures for educational purposes, while only 6,751 out of 20,000 schools queried by the bureau of education in Washington are not using them, those not using them being mainly in the south.

Mr. Levey and his colleagues are pleased with Atlanta and the program devised by the ad convention committee. The exchange he intends to start in Atlanta will have subexchanges throughout the neighboring states. Information about Mr. Levey's work can be obtained by calling on him at the Piedmont hotel, room 618.

PROGRAM COMPLETE FOR SWINE MEN'S MEET

Athens, Ga., June 13.—(Special.)—Plans have been completed for the annual convention of the Georgia Swine Growers' association, which will be held at the State College of Agriculture August 11 and 12. Talks will be made by authorities from the United States department of agriculture. A number of breeders from various sections of the country are expected to attend.

The judging demonstration, conducted by E. Z. Russell, of the federal agricultural department, and the sale of 25 bred sows, representing Berkshire, Duroc-Jerseys, Hampshire, Poland-China and Spotted Poland-Chinas, will be features of the two days' meeting.

GIRL BADLY INJURED WHEN TRAIN HITS CAR

Talbotton, Ga., June 13.—(Special.)—Marguerite Collier was seriously injured here Sunday afternoon when an automobile in which she was riding with her mother, Mr. and Mrs. Moore, was struck by a train. A. B. & A. train No. 1 at a street crossing.

Seeing that the train was going to strike the automobile, Mr. Moore threw his wife from the car and jumped after her. Miss Collier was in the automobile when it was struck by the train and was badly hurt. Mr. Moore and his wife were not badly injured.

BUILDINGS DESTROYED IN NORCROSS BLAZE

Norcross, Ga., June 13.—(Special.)—Fire of undetermined origin about midnight Sunday, virtually destroyed the general store of Pierce & McElroy, a warehouse adjoining, and a cotton gin in the rear of the warehouse.

The explosion of gasoline in the store caused the flames to gain such headway that the best efforts of those who sought to quell the blaze were vain. It is understood that most of the loss was covered by insurance.

TOTS CONTRIBUTE \$50 TO CHURCH FUND

A feature of the campaign of the Grace Methodists for money to erect a new church building was the gift Sunday of \$50 in gold by the beginners' department of the Sunday school. Three little children, Sarah Barbara Selman, Suzanne Keen and Henry Holbrook, carried the money to Superintendent J. V. Weiborn of the Sunday school in a little basket to which was attached a verse of explanation.

TEACHERS TO HOLD MEETING THURSDAY

A meeting of the Atlanta Public School Teachers' association has been called by President B. E. Thibault for 10 o'clock Thursday morning at the Commercial High school.

Special emphasis is placed on the importance of all members being present as matters of more than ordinary interest are to be taken up.

Tent Revival Held.

Dublin, Ga., June 13.—(Special.)—A big tent revival campaign, conducted under the auspices of the Methodist churches of the city and county, opened Sunday night here. Sermons were delivered by Evangelist Miller. Professor Loney is leading the singing. Miss Sewell, of Atlanta, is pianist.

The war department in Washington is working on a detailed plan for marking battlefields in Europe where American troops were engaged during the world war.

PLAN WOULD GIVE POWER TO NAME CHIEFS TO MAYOR

Councilman J. R. Nutting announced a plan Monday to empower the mayor with appointment of the chief of police and the chief of construction, subject to the confirmation of the general council. The police head is now named by the police board and the chief of construction is elected by the people.

The councilman's plan is embodied in a proposed charter amendment which he will introduce at the charter revision committee meeting Wednesday afternoon. Mayor Key viewed the possibility as a good thing and will sign it if it passes council.

Annual Flag Day Exercises Will Be Held by Elks

The annual flag day exercises of the Atlanta Lodge of Elks will take place at the Elks' home, on Ellis street, this evening at 8 o'clock.

In addition to the altar exercises, the Elks' quartet, Messrs. Lang, Maurer, Jennings and Brigman, will render selections, and there will be solos by Miss Nora Allen, Mrs. J. Edgar Morris and Nick Lang. Walter P. Andrews will read the flag history, and Hon. George M. Napier will deliver an address. "Tribute to the Flag." The Elks' orchestra will furnish the music, in charge of Cliff Bateman.

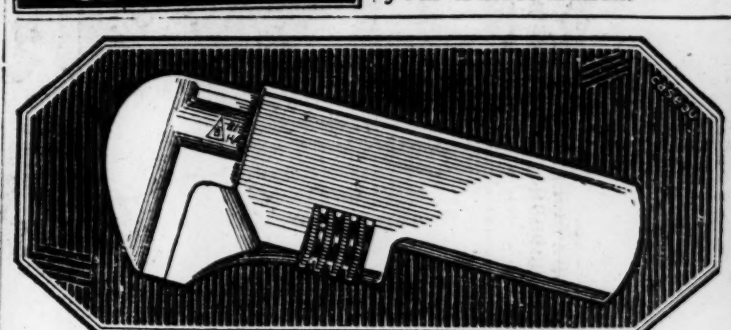
The Elks are holding open house during the ad convention, and many Elks from distant cities have taken advantage of the hospitality furnished.

PICTURE FRAMES
GOODHART-TOMPKINS
83 PEACHTREE

there. The flag day exercises are open to the public, and many of the convention visitors are expected to be present.

All High-Grade Brands of Cigars, Cigarettes and Tobaccos sold at
JACOBS' PHARMACY
Cor. Whitehall and Alabama

Cold Bevo is ideal for your Buffet Lunch.



Many a family quarrel has been caused by a hot day, a balky nut, and a cheap wrench. The wise wife gives her husband Billings & Spencer tools and avoids trouble.



You Will Find Them at
J. M. Tull Rubber & Supply Co.
84-86 North Pryor Street—Telephone Ivy 3862
"Tull for Tools"

FOR BEAUTY AND PERMANENCE

C-H ALKANET VARNISH STAINS will make your old furniture look like new. Colors and varnishes in one application, and gives an exquisite finish to your furniture, floors and woodwork.

For Beauty and Permanence use

COOLEIDGE & HYGRADE
Paints and Varnishes

An attractive booklet, "The House Across the Way," illustrates the value of paint harmony in the home. Ask us for free copy and color charts.

F. J. COOLEIDGE & SONS
12 North Forsyth Street
ATLANTA
Phone Ivy 371

Older manufacturers of pure paints, stains and varnishes in the South.
Largest dealers in paint, window and building glass in the South.



Now—ad folks

If you are hot we can tell you of a mighty quick and easy way to get and stay cool and it won't cost you much either

Hart Schaffner & Marx
two-piece suits

\$24 to \$38

Dixie weaves, tropical worsteds, flannels, serges; Priestly's aerpore and English mohair

Hart Schaffner & Marx three-piece suits \$34 and up

Daniel Bros. Company

Founded 1886 Home of Hart Schaffner & Marx clothes 45 to 49 Peachtree

Two Southern A. B. C. Newspapers That Stand Out Conspicuously In Their Respective Communities--(See A. B. C. Audit)

The Charlotte Observer

"A CLEAN, CONSTRUCTIVE NEWSPAPER"—AND—"WHEN YOU SEE IT IN THE OBSERVER, IT'S SO."

According to the A. B. C. Charlotte has a trading population closely approximating 500,000. Charlotte is the center of one of the most important industrial regions of the South.

Observer's Circulation:
Daily Average May..21,318
Sunday Average May 22,838

THE KNOXVILLE SENTINEL

"A CLEAN, CONSTRUCTIVE NEWSPAPER"—AND—"WHEN YOU SEE IT IN THE SENTINEL, IT'S SO."

The region around Knoxville abounds in coal, iron, marble, zinc, copper and aluminum. East Tennessee is one of the richest sections in natural resources in America and Knoxville is the big city within a 100 mile radius.

Sentinel's Circulation:
Daily Average May, 23,687

No Southern Advertising Campaign, Not Including These Two Newspapers, Is Complete—Rate In Each One Figures About One-Fourth Cent Per Line Per Thousand Circulation

In Knoxville, The Sentinel carries considerably more advertising than does the second Knoxville paper, notwithstanding it has only 6 publication days against 7.—In Charlotte, The Observer greatly predominates in advertising, both local and national (7 days vs. 7), over second Charlotte paper.

THE LONDON "BOBBY" AND THE AMERICAN "COP"

*In legal terms they are both "officers of the law"
---But between them there is a world of difference*

The bobby gives you a volume of accurate information in the King's English and speaks it like a recitation. The cop gives you a sketchy outline of general directions, delivered in a nonchalant manner, enriched by the liberal use of picturesque American slang. The cop is a regular fellow, a jovial opportunist and monarch of all he surveys. The bobby is a mechanical device whose function is to uphold the law and the dignity of the United Kingdom.

And this brings us to the business of this advertisement, which is to say that though we are all Americans, there are fundamental differences between the people of the North and South. The advertising man or advertiser who overlooks this is missing an opportunity that if utilized would result in a gratifying increase in the pulling power of his Southern newspaper advertising, written in terms of actual results.

The Southern Morning Newspaper Goes Into the Home and Stays There All Day

The cities of Dixie average far under 100,000 in population. Our homes are not far distant from our work. The "commuter" is a species seldom seen or heard of in the Southern States. The harsh clang and the grating of brakes as an "L" train rounds a curve---the subway packed with humanity like the proverbial sardines in a box, are subjects we know of only as described by the pen of the fictionist.

Down here, we are still home folks. When the South goes to work in the morning it means a short 10 or 15 minutes' ride that we love to make the occasion of a pleasant visit and indulge in neighborly gossip. And in this congenial atmosphere of a few minutes' ride to work each day, DURING ANY DAY IN THE YEAR, YOU COULD COUNT ON THE FINGERS OF YOUR HANDS THE FOLKS YOU WOULD SEE READING THE MORNING PAPER.

For the *morning paper of the South belongs to the home and stays there.* It brings to men your message of automobiles and automobile equipment, tires, office supplies, investment securities, machinery and all the varied commodities of interest to men. The housewife turns to its advertisements to inform her as to where she may best buy the family wearing apparel, the groceries, meats, furniture and all the varied household supplies, etc. And when the men folks have gone to work, the children to school, and breakfast is over, the southern housewife sits down to quiet, deliberate and uninterrupted reading of the *morning paper* and if your advertising message is printed on its pages, YOU WILL BE REWARDED IN THE FORM OF LIBERAL CASH RESULTS.

The undersigned *Southern Morning papers* cover a field with a buying power that is annually rated high in the millions. These newspapers offer to advertisers complete service and co-operation and an unerring attention to all those details that contribute to the advertisers' success.

Atlanta Constitution,
Atlanta, Ga.

Augusta Chronicle,
Augusta, Ga.

Columbia State,
Columbia, S. C.

Columbus Enquirer-Sun,
Columbus, Ga.

Greensboro Daily News,
Greensboro, N. C.

Houston Post,
Houston, Tex.

Jackson Clarion-Ledger,
Jackson, Miss.

Knoxville Journal & Tribune
Knoxville, Tenn.

Lexington Herald,
Lexington, Ky.

Macon Telegraph,
Macon, Ga.

Pensacola Journal,
Pensacola, Fla.

Rome Tribune-Herald,
Rome, Ga.

Spartanburg Herald,
Spartanburg, S. C.

Shreveport Times,
Shreveport, La.

Tampa Tribune,
Tampa, Fla.

Tulsa World,
Tulsa, Okla.

BUSINESS TIDE TURNS, SAYS BURROUGHS MAN

G. M. Greene, of the Burroughs Adding Machine company, of this city, made an interesting statement today in regard to business conditions. He states that the company represents believes that the condition of business today does not

warrant drastic curtailment of selling expenses, advertising and the purchase of needed equipment. Mr. Greene's words carry weight because his company is in close contact with every line of business in the country. He believes that the recent stagnation in business is largely the result of a mental attitude and that as soon as business men generally begin to place orders for things needed in their business, they will begin to get more orders for the merchandise they have to sell.

Spending Money.
"We are spending our money in

newspapers today," said Mr. Greene. "to advertise our belief in this, and the more who follow this example the better it will be for everybody's business."

"If a man thinks business conditions are as bad as that and spreads his opinion broadcast, it is bound to react against his own business in particular and to a certain extent on business in general."

Way to Bust Gloom.
"I don't mean that business men should hide their heads in the sand like ostriches or try to juggle the fingers on their books to fool themselves, but I mean that in many instances the man does not know

whether it is possible to transact more business in his line because he has not tried hard enough."

"There are just two things we all need to 'bust' this business gloom. 'First, stop talking poor business and talk better business. 'Second, do everything in your power to start the normal flow of money through business channels.'"

MOREHOUSE SUMMER SCHOOL OPENS TODAY

The first summer school at Morehouse college, Atlanta, for the train-

ing of teachers, will open Tuesday morning for a four weeks' session. Some of the best prepared teachers will make up the faculty. The courses will include home economics, industrial training and a special course in physical training and recreation under the direction of William Faulkner, director of the physical department at the Butler street branch of the Y. M. C. A.

Former Atlantan Leads Louisville's Fight for Session

The "Louisville in 1923" fight is being waged by W. A. Harris, division manager of the Kokomo Rubber company. Mr. Harris, who is one of the live members of the Louisville club, reached Atlanta Friday, and has been working every minute since his arrival for the 1923 convention.

The many placards seen on automobiles, in show windows, on lamp posts and in convention halls are evidence of the work done by Mr. Harris, but to the delegates, probably the most impressive work done by Mr. Harris committee is the personal solicitation done in the hotel lobbies and other meeting places. The traffic semaphore and Atlanta

police sergeant in the lobby of the Piedmont hotel is one of Mr. Harris' novel ways of calling attention to Louisville for the 1923 convention. The officer turns the semaphore to "go" to Louisville in 1923, and again as he turns it to "stop" and investigate the advantages of Louisville for the 1923 convention, one is further impressed with the fight being waged by the Louisville club.

Mr. Harris is a former Atlantan, which probably accounts for his energetic manner in which his committee is working for the 1923 convention. He was born and reared in Atlanta, and was at one time office boy for Woodrow Wilson, while Mr. Wilson was an attorney at Atlanta.

Mr. Harris, during the war, was given a very important work with the different munitions supply sources, and with this, as with all his former undertakings, he was highly successful, winning the highest commendation from his chiefs.

THOMPSON MURDER TRIAL STARTS TODAY

Homer Thompson, charged with the murder of Ernest Brown, on March 18 at Wesley Chapel, will go on trial for his life Tuesday morning in the DeKalb county superior court, according to an announcement Monday night by Solicitor-General A. M. Brand.

Thompson, who was captured several weeks ago in the mountains of Dawson county, has been held in the DeKalb county jail. In a fight, which resulted in his capture, the defendant was shot in both legs, but he has almost recovered from his wounds. He denies the charge of murder and declares he shot Brown in self-defense.

The proposed peace time strength of the French army is 450,000 men, of which 150,000 men will make up thirty-four infantry divisions.

COMPLETE SPEECHES OF HENRY W. GRADY BY MAIL, \$2.00 SO. BOOK CONCERN 71 Whitehall Street

Now Open for Business—Fine Cigars Department. Come to See Us. JACOBS' PHARMACY Cor. Whitehall and Alabama

Crockett Arsenic-Lithia Springs and Baths.

Opens June 1. Elevation 2,150 feet. Cures Nervous Prostration, Dyspepsia, Malaria, Kidney Diseases, Rheumatic and Skin Troubles. Cures and improves the complexion. Write for booklet.

M. C. THOMAS, Manager. Crockett Springs, Va.

Town House Central Park West at 67th St. NEW YORK CITY

A hotel in a restricted residential section overlooking Central Park, within ten minutes' of the Theater and Shopping District. All Rooms with Baths \$3.00 per day and up.

Come to Lake Bennett

For an outing. Splendid roads by Jonesboro and Fayetteville. Swimming, Fishing, Dancing, Cottages for rent. Restaurant. Address W. C. COUSINS, Manager Fayetteville, Ga.

Hotel De Soto

Open All Year Savannah, Ga.

250 Rooms—200 with Bath

Large, Airy, Comfortable \$1.50 Up

Spacious Verandas and Sample Rooms

Excellent Restaurant

Club Breakfast, 25c to \$1.15 Luncheon, 75c Dinner, \$1.25

A la Carte Service Reasonable Prices

H. C. Larzelere, Mgr.

ATLANTIC CITY, N. J.

Hotel Dennis

ATLANTIC CITY, N. J. Directly on the Ocean Front An American Plan Hotel of Distinction

CAPACITY 600 GARAGE Walter J. Burleigh

The Age of Innocence in Man

Is that period which passes before he finds out how the other fellow is getting business away from him.

He doesn't know that his competitor is using artistically engraved stationery and thus impressing prospective customers with his capacity for doing things right.

If you wish to see specimens of business fetching office stationery telephone to J. P. Stevens Engraving Co. (Ivy 7211) and ask for their city man to come to your office.

HOTEL MONTEREY, MT. AIRY, GA.

THE COOLEST RESORT IN NORTH GEORGIA. NO BETTER PLACE IN THE SOUTH TO REST AND RECOVERATE

Good Music. Amusements A-plenty. Best of Food. Large brick building. One wing for those who simply wish to rest, another for parents with children.

No better place for children. Milk in abundance from pure bred, tested cows. Child may have milk from same cow each day. A children's specialist will have charge of their amusements, games and story telling.

RATES REASONABLE. SERVICE FIRST-CLASS

For particulars address R. E. Grabel, Hotel Monterey, Mt. Airy, Georgia.

HOTEL ST. JAMES

TIMES SQUARE, NEW YORK CITY

Just off Broadway at 109-113 West 45th St.

Much favored by women traveling without escort. "Sunshine in every room."

An Hotel of quiet dignity, having the atmosphere and appointments of a well conditioned home.

40 Theatres, all principal shops and churches, 3 to 5 minutes walk.

2 minutes of all subways, "L," roads, surface cars, bus lines.

Within 3 minutes Grand Central 5 minutes Pennsylvania Terminals.

Send postal for rates and booklet W. JOHNSON QUINN, President

PLAN TO SPEND YOUR VACATION In Western North Carolina

Asheville, Hendersonville, Black Mountain, Waynesville, Flat Rock, Tryon, Saluda and many other beautiful spots. Summer tourist tickets now on sale. For full information, tickets and reservations, call CITY TICKET OFFICE, 48 North Broad Street, Telephones Ivy 1961 and Ivy 1962.

SOUTHERN RAILWAY SYSTEM

What are Little Girls Made of

They say that sugar an' spice an' everything nice Are the things that little girls are made of, And the same things, 'tis true just between me and you. Make Lime Cola the drink to talk love to.



You can hardly realize what a deliciousness can be contained in a bottle of Lime Cola. The exact blending of cola and lime juice found only in this quality beverage quickly quenches your thirst and gives you a sense of ease and refreshment. That accuracy follows every step in preparation—in bottling and finally. That every bottle tastes just

DRINK LIME COLA

TRADE MARK REGISTERED

The happy snappy combination. A cola with lime.

A Cordial Welcome to Atlanta's Visitors

LIME COLA BOTTLING CO. of Atlanta, Georgia Irwin & Boulevard

Bottling LIME COLA exclusively under authority of LIME COLA COMPANY, Montgomery, Ala.

LIME COLA advertising embraces Dealer Help Metal Signs Newspapers Painted Displays Posters Sampling



Lowe Brothers

Fall Painting—the much it saves

YOU must admit that the time to paint is before paint is needed—not afterward. Your paint may look all right now. One coat is all it needs to keep it that way. But wait until next Spring, after Winter's wear and tear has had a wallop at it and the chances are, you'll have to use at least two coats to make anything like a good job.

At the present cost of painting, the difference between one coat and two is decidedly more than just a difference of opinion.

The same can be said of the paint to use.

Some paints have more lastingness than others. Just naturally, every paint makes claims his is the paint that really has it. We are not claiming anything. But we have a reputation that is nearly half a century old, which we are carefully guarding.

Furthermore, we have a little circular which, have a notion, will interest you. It's title is—"Figure Your Painting Cost with a Brush, Not a Pencil."

Send for it to this address:

The Lowe Brothers Company
93 PETERS STREET, ATLANTA, GA.
Fiddell Bros., 246 Peachtree St.; Miller Lumber Co., 103 Ridge Ave.; Stewart Avenue Pharmacy, 231 Stewart Ave.; East Atlanta Hardware Co., 905 Glenwood Ave.; Turner & Everett, Decatur; W. A. Fleming & Co., Kirkwood, Ga.; East Point Lumber Co., East Point, Ga.; College Park Lumber Co., College Park, Ga.
Factories: Dayton, Toronto

Paints

Society

For Miss Whitehurst.

Mr. and Mrs. M. C. Carlin entered at a buffet supper Sunday evening, complimenting Miss Helen Whitehurst and Walter Toole, who will be married on Thursday, this week.

The table was laid with a Madeira cover, and a silver loving cup filled with pink roses formed the centerpiece, and was surrounded with silver candlesticks, holding pink tapers.

Members of the bridal party were guests on this occasion.

Society Belles Leaving for Europe.

Misses Wilhelmine Perdue, Dorothy Dodd, Nellie Dodd, Nell Sims, Alice and Marion Stearns, and Frances Tschopik formed a congenial party which left Atlanta yesterday for New York, where they will sail on June 16 for Europe, for a three-months' stay.

Harry L. Stearns, Jr., will join the party in New York.

Pan-Hellenic Dance At Brookhaven.

About five hundred guests enjoyed the dinner dance of the Pan-Hellenic society of Georgia Tech, given at the Brookhaven club last night.

The officers of the Pan-Hellenic are George Griffin, president; Gilbert R. Fraser, Jr., vice president; James H. Johnson, Jr., secretary, and William H. Herndon, treasurer.

The ball room of the club was handsomely decorated with the colors and pennants of the fraternity. In addition to quantities of garden flowers.

Violin Students In Recital.

Of interest to a wide circle of friends and music lovers will be the concert of the students of the Morgan Violin school on Wednesday evening at 8:30 o'clock at Phillips & Crew's concert hall.

The school orchestra will play the first and last movements of the "Suprise" symphony by Haydn, and there will be selections by Eugene Willingham, Richard Everett, Katharine D. Boles, Jr., Gene Lee, Pearl Prager, Allen Morgan Stephens, Gregory Gaylord, Senti Musler, Samuel Mischa Prager.

Mrs. Theodora Morgan Stephens has recently reorganized the school, one of the oldest and best in the city. Miss Madeline Keipp is associated with Mrs. Stephens as teacher of theory and history.

Harris-Fuller Wedding In Gainesville.

A wedding of much interest to a wide circle of friends was that of daughter of Mrs. John T. Harris, and the late John T. Harris, to Horace Lester Fuller, of Gainesville, which was solemnized at the home of the bride's mother on the Dunwoody road on the morning of Wednesday, June 12. Rev. T. R. Kendall, Jr., of the First Methodist church officiated. Only the two families and a few intimate friends of the contracting parties were present.

The rooms of the lower floor were beautifully decorated with sweet peas, carrying out the color motif of pink and white. In the parlor, where the ceremony was solemnized, an improvised altar of ferns and white lilies were effectively formed.

Preceding the ceremony Miss Alice Thompson sang "I Love You Truly," accompanied by Mrs. C. B. Romberg, who played the wedding march from Lohengrin and Mendelssohn. During the ceremony Mrs. Romberg played sweetly "Hearts and Flowers."

The little flower girl, Mary Ella Walker, wore a dainty frock of white organdy embroidered in blue with blue ribbon sash, and carried a basket of sweet peas and roses.

Miss Katherine Kay, a cousin of the bride, was maid of honor, and the only attendant. She wore white organdy with hat to match, and carried an arm bouquet of pink and white sweet peas.

The groom came in with his brother, Howard Fuller, who was the best man.

The bride descended the stairway alone and was met by her brother, Hubert E. Harris, who gave her in marriage. She was lovely in her wedding gown of white charmeuse and carried a bouquet of white sweet peas.

Flowing veil caught with a wreath of orange blossoms. She carried a basket of sweet peas and roses.

Miss Essie May Jarrett kept the bride's book.

Mrs. Fuller left immediately for a short wedding journey. After their return they will reside with the bride's mother.

The bride's going-away suit was of midnight blue tulle.

Mrs. Fuller, as Miss Harris, has been one of Gainesville's most charming young women, noted for her quiet charm of manner, which has attracted countless friends. She is a graduate of the Gainesville high school and afterwards attended school at Brenau.

Mr. Fuller is a son of Mrs. Eugene Fuller, a young man of sterling qualities and a promising young business man of this city.

Among the out-of-town guests present were Mr. and Mrs. H. E. Harris and children, of Atlanta; Miss Katherine Kay, of College Park; Doyle Hamilton, of Richmond, Va.; Mrs. W. J. Jarrett, Misses Mollie and Essie May Jarrett and Mr. Gower Jarrett, of Gillsville.

Mr. and Mrs. Weyman Entertain Visitors.

Mr. and Mrs. Samuel T. Weyman entertained last evening at a buffet supper in compliment to Miss Caroline Lewis, of Greenville, S. C., and Miss Sue Ruckelshaus, of Birmingham. The dining table was overlaid with a lace cloth, the center of which was graced with a large bowl of field flowers. Silver candlesticks, holding unadorned candles, were placed at either end of the table, and at intervals were silver compotes filled with mint and white roses.

Mrs. Weyman was handsomely gown in white lace.

Fifty guests were entertained.

Worsham-Leonard.

The following clipping from the Monroe Advertiser will be of interest to friends of the bride and groom in Atlanta:

One of the prettiest home weddings of the season was that of Miss Mary Lynn Worsham to Mr. Lloyd Edwin Leonard, of Atlanta, which was solemnized at the home of the bride's mother, Mrs. J. R. Worsham, Wednesday afternoon, June 12.

The impressive ring ceremony was performed by Rev. L. R. Rivers, pastor of the First Baptist church, in the parlor of the bride's home.

Mrs. J. E. Bogle sang, "Because" and "I Love You Truly." The party entered to the strains of Mendelssohn's wedding march played by Miss Kathleen Perry, of Atlanta.

The bride wore a going-away suit of blue tulle, exquisitely tailored with hat to match, of blue tulle trimmed with French flowers and fruit. Her shower bouquet was of bride's roses and swansonia.

Mrs. Melvin H. Siquel, of Spartanburg, S. C., the bride's only attendant, wore pink crepe meteor and a picture hat of black georgette. Her flowers were pink and white sweet peas.

The little ribbon bearers, Janie Moore and Mary Emeline Zellner, the flower girl, Elizabeth Zellner, and the ring bearer, Louise Worsham, of Atlanta, were lovely in pink and white organdies.

Immediately after the ceremony Mr. and Mrs. Leonard left for the mountains of North Carolina.

Y. W. C. A. Newcomers' Club.

The Newcomers club of the Y. W. C. A. will hold a business meeting at Y. W. C. A. headquarters, Peachtree street, Tuesday at 8 p. m. Miss Irma E. Finley, "general secretary," will speak of "The Purpose of the Young Women's Christian Association." The Newcomers hold two outstanding business meetings each year and Tuesday's meeting will be the important business meeting for the club during the summer.

Third Ward League Of Women Voters.

The Third Ward League of Women voters will hold the regular meeting for June Thursday afternoon from 4 to 5 o'clock at the concrete pavilion in Grant park.

A cordial invitation is extended to members of other ward leagues as well as to all interested friends in the community.

Recital at Edison Hall.

The program which has been arranged for Wednesday afternoon to be given in the Edison hall, 182 Peachtree street, is to be one of unusual interest and attractiveness.

Local artists will be employed to give special numbers, and recreations will be given on Edison's Laboratory model phonograph.

Every one is cordially invited, but especially visiting guests of the ad convention are especially requested to be present.

Reserved seats will be held and every effort possible will be made to render the program one of great delight.

The hour is from 5 to 6 o'clock and request is made that each one be as prompt as possible.

Mrs. Cline, Hostess.

Mr. and Mrs. Walter Cooper, Jr., and young son, David of Coronado, Fla., and Walter Cooper, Sr., of Coronado, Fla., were the guests of Mrs. Hal W. Cline at the Howard theater on Saturday night, last.

Frisivolous Follies Club Entertained.

Miss Sara Ripley will entertain the Frivolous Follies club Friday afternoon at her home on Howard street.

The members include Misses Catherine Magill, Edith Bittick, Martha Baker, Ouida Burr, Annie Rose Kenmen, Mary Bellingsworth and Ethel Oram.

Honoring Mrs. Chase.

Mrs. Frances Brown Chase was the recipient of a pleasant surprise on Sunday noon, when she returned to her home, "New Canaan," to find luncheon prepared and twelve or more guests assembled in honor of her birthday.

Mrs. Chase's brothers, Walter and Leonard Brown, and her daughter, Miss Idelle Kimball, were the hosts and hostesses of the occasion, and dispensed delightful hospitality.

The home was attractively arranged with quantities of flowers and festoons of vines, also bowls of LaFrance roses.

The luncheon table had a centerpiece of pink roses.

Mrs. Chase wore a gown of white georgette, and Miss Kimball's costume was blue tulle, with crepe trimmings.

Prices realized on Swift & Company sales of carcasses beef in Atlanta, Ga., for week ending Saturday, June 11, 1921, on shipments sold out, ranged from 12 cents to 16 1/2 cents per pound, and hams ranged 14.02 cents per pound.—(adv.)

Nationally Advertised Goods, Among Other Things, at Rich's

Broken Sizes---That's Why \$5.75 to \$8.50

Blouses Are \$3.89

—There are 100 of them—all lovely summer-time blouses. We simply took broken-size groups of blouses we've been selling regularly at \$5.75 to \$8.50, and put them at \$3.89—to make sure they'd be speedily cleared away.

—There are blouses of voile—plain or figured—blouses, every stitch hand-made and finely trimmed, and a few of organdy or net.

—If you're able to find your size among these blouses—you're lucky, indeed! You shouldn't let it be too late when you arrive tomorrow!

Thompson's Glove Fitting Corsets--Regular \$2 Ones \$1

—Thompson's Glove-Fitting Corsets are known to Atlanta women—known for their goodness—for the service they render and the comfort they give.

—For that reason a Sale of them—at half price—is not a thing to be passed up lightly! In this lot are 150 corsets—sizes 21 to 24 only.

—They are made of flesh cut, stoutly boned. Trimmed with satin or embroidery. Have four hose supporters. But you'd better be early to secure your size—for such corsets as these won't be here long at \$1!

Kayser's Imported Long Chamoisette Gloves \$1.29

—Gloves of soft finish chamoisette.
—Wash like a linen handkerchief!
—Cool and fine for summer wear.
—Spear or heavy embroidery designs.
—16-button length.
—White, pongee, chamois, brown, beaver.
—Today selling at \$1.29 pair.

Real Filet Laces Worth \$1.75 to \$3.50 Yd. At \$1.19 Yard

—A very special purchase is responsible for the fine laces and savings that lie back of this Sale. Every thread real filet lace—edgings and insertions—fine enough to delight the heart of any woman who has plans of new blouses, dresses, patch work, table and bed linens running through her head.

—Laces measure from 2 1/2 to 6 inches wide. In the most wanted of the new patterns. Firmly woven to last a long time.

—Laces that were made to sell at \$1.75 and \$3.50—and show it—a special for today at \$1.19 yard. There's no need of saying that this is an opportunity you can't afford to miss!

69c GETS ONE OF THESE WEATHER PROPHETS

It Tells Whether the Weather Is Going to Be Fair or if a Storm Is Brewing



SEE this little Swiss house? It's a weather prophet. When the weather is fair, the two children remain outside. But if a storm is approaching, 8 to 24 hours ahead of its arrival, the witch comes forth. With surprising accuracy, it tells local weather conditions.

Men's Athletic Union Suits, 89c

—Of fine checked nainsook. The well-known Sexton make—enough said as to their goodness and wear-ability! They are the kind of union suits men like for business wear. Comfortable—yes—with their elastic seam back. All sizes. 89c is a special price on them.

Sale of Pearl Buttons at 5c Card

—A Sale that's right in season, for what woman isn't needing pretty pearl buttons for her own and her children's summer wearables?
—Ocean pearl—two or four holes. Cards of 12, 6, 4 or 3 buttons.
—In plain or fancy rimmed effects. Suitable for most any use. In the Sale they are but 5c card.

For Service, for Comfort For Men, Women and Children

Munsingwear

—Munsingwear is the practical underwear. It conforms to the body, permitting freedom of action without loss of fit. Finely knit to insure long wearing. Soft and pliable—does not irritate the skin. And when you consider all its good points—it's economical! Rich's is the Munsingwear Store of Atlanta. No matter what your size, tall, short, fat or thin—we have the correct garment for you in our stocks.

Women's Knitted Munsingwear

—Women's mercerized union suits of fine quality yarn. Made with tight or wide leg, closed style. Have band top. Come in white or pink. Sizes 32 to 40 bust. Regular sizes, \$2.50. Extra sizes \$3.00.

—Women's fine pink cotton union suits. Have silk top. Made with tight knee. Sizes 32 to 40. Priced \$3.00.

—Women's fine lisle thread union suits. Made with tight knee. Have band top. Sizes 32 to 40. \$2. Extra sizes \$2.25.

—Women's fine ribbed cotton union suits. Made with tight knee or wide leg, closed style. Have built-up shoulders, or come in bodice style. Are in white or pink. Sizes 32 to 40 are \$1.50. Extra sizes \$1.75.

—Women's fine ribbed cotton union suits. Made with tight knee or wide leg, closed style. Come in white only. Sizes 32 to 40. \$1.25. Extra sizes are \$1.35.

—Women's white cotton pants. Made with tight knee and have a drawstring at the waist. Regular sizes, 85c. Extra sizes \$1.00.

Women's Athletic Munsingwear

—Women's nainsook union suits. Made with bodice top. Button under the arm. In white or pink. All sizes, 34 to 44. Priced \$1.50.

—Women's checked voile suits. Made with bodice top style. Button under the arm. In white or pink. Priced \$2.25.

—Women's mercerized crepe suits. Made in bodice top style. In pink. All sizes 34 to 44. Priced \$2.50.

—Women's pink satin striped mercerized crepe suits. Bodice top. Button under the arm. All sizes 34 to 44. Priced \$3.00.

Munsingwear for Children

—Children's nainsook waist union suits. Finished with taped buttons. Made short leg style. Ages 3 to 12 years. \$1.

Men's Knitted Munsingwear

—Men's fine ribbed cotton union suits. Made with closed crotch. Are three-quarter length. Have short sleeves. In all sizes from 34 to 44. Priced \$2.00.

—Men's fine ribbed cotton union suits. Made athletic style. Are knee length. In all sizes. Priced \$2.50.

—Men's fine cotton union suits. Are three-quarter length. Have short sleeves. Made with closed crotch. All sizes. Priced \$3.00.

—Men's fine mercerized union suits. Are three-quarter length. Have short sleeves. Closed crotch. All sizes. Priced \$4.50.

Men's Nainsook Munsingwear

—Men's nainsook union suits in small checks. Have V-neck. Made with drop seat. All sizes. Priced \$1.50.

—Men's nainsook union suits. Made of large crossbar materials. Have round neck. All sizes. Priced \$2.00.

—Men's plain nainsook union suits. Made with round neck. In drop-seat style. All sizes. Priced \$2.50.

—Men's mercerized crepe suits. In plain and striped materials. In white or pink. Made drop-seat style. All sizes. Priced \$3.00.

—Men's plaid marquisette union suits. Made with drop seat. Have round neck. All sizes. Priced \$3.50.

Buddy Gets the Cutest Suits and Mother Saves---Special

Wash Suits for Boys

—It seems to most mothers that it is a task, indeed, to keep Buddy in fresh suits these days—he soils so many! That comes of warm weather and out-of-doors playing. Yes, Buddy must have lost of suits, and as long as they have to make so many trips to the tub—they must be good. And, of course, mother wants them to be stylish and cute. That is just such wash suits as you will find listed below.

\$3 Kaynee Suits, \$1.89

—Oliver Twist styles and middy suits. Made of ginghams in small checks and stripes combined with white or of solid colored suiting combined with stripes. Colors—blue and brown. Sizes 2 to 6.

"Stonewall" Wash Suits

—Norfolk, middy and Oliver Twist styles. Pretty stripes and solids, and in ginghams and chambrays. Trimmed with white or self colors. Sizes 2 to 6. The prices are \$1.50 to \$2.50.

"Jack Tar" Wash Suits

—Of middy jeans in solid white middy styles. Sizes 3 to 6. The price is \$2.95.

—Oliver Twist styles in green and blue combined with white. Sizes 3 to 6. The price is \$3.95.

"Tom Sawyer" Blouses, 98c

—Of striped percales with collars. Made well—to stand lots of wear. Of color-tested materials. Sizes 6 to 14.

52-54-56 Whitehall Street **Rich's** Telephone Number Main 3132

blackberry time is preserving time

Blackberry pie all the year 'round! Blackberry jam on muffins or toast! There are so many times when preserved blackberries fill in the gaps in your menu.

In convenient sturdy cartons and strong cotton bags, Domino Granulated Sugar comes to you sweet and clean. No hands touch Domino for it is accurately weighed, packed and sealed by machine.

SAVE THE FRUIT CROP

American Sugar Refining Company

"Sweeten it with Domino"

Granulated, Tablet, Powdered, Confectioners, Brown, Golden Syrup.

J. P. ALLEN & CO.

for One Day!

We Offer Today While They Last---100

Wool Jersey SPORT COATS

AND CAPES AT

\$5 AND \$10

"WHILE THEY LAST"—for they are such extraordinary values they will go as fast as women see them.

Coats in red, tan, brown and navy, in sweater, sport and tuxedo style.

Capes in red and navy. Ideal for beach and sports wear—with shawl collar. All sizes included. Fashionable and seasonable for summer wear. A quick clearance to make room for other goods—only reason for the ridiculously low price.

J. P. Allen & Co.

49-53 Whitehall

THE CONSTITUTION

The Standard Southern Newspaper.
Published Daily, Sunday, Tri-Weekly.CLARK HOWELL
Editor and General Manager.Directors: Clark Howell, Albert Howell,
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Howell, Jr.Entered at the postoffice at Atlanta as
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ATLANTA, GA., JUNE 14, 1921.

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J. R. HOLLADAY, Constitution Building,
advertising manager for all territory
outside of Atlanta.

The Constitution Building office is at
the Raleigh Hotel, James A. Holloman,
correspondent.

THE CONSTITUTION is on sale in New
York city by 2 p. m. the day after issue.
It can be had at the following New York
city addresses: Forty-second street (Times
Building corner); Thirty-eighth street and
Broadway; and Twenty-ninth street and
Broadway.

The Constitution is not responsible for
advances in payments to out-of-town local
carriers, dealers or agents.

Member of the Associated Press.
The Associated Press is exclusively en-
titled to the use of publication of all news
gathered by its staff and also the local
news published herein.

THE THREE-YEAR PLAN.

Designed to commit the Asso-
ciated Advertising Clubs of the
World to a definite and concrete
program for the translation of its
principles into terms of actual
service, what is known as the Hop-
kins three-year plan has been sub-
mitted to that organization and will
be considered by the conven-
tion next Thursday.

The present great international
organization of advertising clubs,
like everything else that is big and
powerful, is the result of years of
growth and development.

It began when the theory of ad-
vertising first crystallized into the
form of a profession, and the pro-
fession began to manifest an ap-
preciation of the value and potency
of co-operation by the organiza-
tion of its members into clubs.

First there were advertising
clubs established here and there;
then as the idea progressed, came
the national association of those
clubs, this development process
finally culminating in the associa-
tion of the advertising clubs of the
whole world, the seventeenth an-
nual convention of which is now
being held in Atlanta.

This organization has operated
with remarkable success.

In precept and in practice it has
done much to promote and to sta-
bilize commerce and commercial
development and to elevate the
moral tone of business generally—
the obvious effects of worldwide
organization of business spokesmen
banded together with "truth" as
its watchword!

But for some time the organiza-
tion has realized that it was being
held back by the lack of a definite
and practical plan of action to fol-
low in the pursuit of a tangible ob-
jective. There has been a manifest
deficiency of concentration and co-
ordination, making for lost motion,
overlapping of activities and a
general dissipation of energy.

The Advertising Club of New
York was last year requested to
submit to the 1921 convention of the
Associated Advertising Clubs of the
World a constructive, well-mat-
tered program of procedure, the
end in view being the correction
of these defects.

That has been done; the plan
submitted being styled the "Hop-
kins three-year plan," taking its
name from George W. Hopkins,
former president of the Advertising
club of that city.

The plan embraces a compre-
hensive detailed program of operations,
the underlying objective upon
which it is predicated to pin the
international organization of ad-
vertising forces down to the fun-
damentals of its broad purpose.

As expressed by Herbert S.
Houston, former president of the
Associated Advertising Clubs of the
World, "it is clearly along the
line of sound evolution and en-
lightened progress."

It seems therefore, that the
Hopkins plan should, and undoubt-
edly will, receive the constructive
and open-minded consideration of
the convention.

THE DANGER PASSED.

After having repeatedly called
attention to the deplorable plight
of the millions of human beings in
the drought-stricken provinces of
China who were dying or facing
death from starvation, and after
pleading with our readers to con-
tribute generously to funds for the
relief of that terrible situation, it
is a source of profound pleasure
for The Constitution to be able to
complete the record by congratulating
the China Famile Fund
committee upon the success of its
splendid efforts.

Americans everywhere were will-
ing contributors to the China fam-
ile relief fund, just as they have

always proven to be ready and gen-
erous in providing aid for suffer-
ing humanity wherever or in what-
ever form it might be needed.

And while this relief work has
been going on the elements have
contributed generously in rain and
otherwise favorable climatic condi-
tions which assure bountiful crops
this year where a succession of
crop failures in the past was the
cause of so much suffering and
death.

In many instances the making of
contributions to this relief fund en-
tailed real sacrifice upon the part
of the contributors. But in each
case, no doubt, the reward was ex-
perienced in the form of conscious-
ness of having done a good deed,
and the knowledge that the work
of rescue was conducted so care-
fully and with such expedition
that its objective was completely
attained only adds to the measure
of compensation experienced by
the individual who responded to
the call of distress from far across
the western sea.

A BUSINESS PIONEER.

Unusual significance attaches to
the celebration of its twenty-fifth
anniversary by the Massengale Ad-
vertising agency, which takes place
today as one of the interesting
features of the big "Ad Club" conven-
tion.

This agency was the first of its
kind ever established south of the
Ohio and Potomac rivers.

It was founded by St. Elmo
Massengale, its present head, and
moving spirit; and, while the press
and business interests generally in
Atlanta and throughout the south
are keenly interested in it in a
friendly way, The Constitution
feels and has always felt a deep
personal concern in its welfare, not
only because of the characteristics
which have brought it the popular-
ity it enjoys, but because of the
additional fact that Mr. Massen-
gale is himself a "graduate" from
this newspaper, that being true al-
so of his younger brothers who
have been associated with him in
the advertising agency business.

Mr. Massengale was employed by
The Constitution when he conceived
the idea of establishing an ad-
vertising agency in Atlanta. He re-
alized that he was embarking upon
uncharted waters and entering an
entirely new field, but he was not
afraid to "take a chance"; and his
idea was given substance in the
form of the Massengale Advertis-
ing agency.

Others, before or contemporary
with Massengale might, of course,
have done the same thing, as many
have done since, but they did not
do it! It was he who had the vision
and the temerity to hazard the
uncertainties of the venture he
had in mind, and to blaze the path-
way to what has since developed
into a field of business in which
there are many engaged.

It is an enduring monument to
its founder, and its present posi-
tion of importance and the prestige
it enjoys are attributable largely
to the fact that it has always been
conducted in accordance with the
principles of honesty, integrity, and
square-dealing in business.

The Massengale Advertising
agency has achieved a notable re-
cord. It has not only been highly
successful as a business institution,
from the standpoint of dollars and
cents, but it has done much toward
the commercial and industrial de-
velopment of the south. The south
therefore, and the advertising pro-
fession upon this occasion of its
passing its twenty-fifth milestone
—an anniversary which, by a pe-
culiar and happy coincidence, is to
be observed while the representa-
tives of the organized advertising
forces of the world are in conven-
tion in the city of its origin, and of
its quarter of a century of splen-
did and conspicuous service.

The Indianapolis News says that
"it is getting almost as hard to
hold up an Indiana bank as it is
to find a landlord who has reduced
his rents out of sympathy for the
downward tendency of other
prices."

Notwithstanding the fact that
the astronomers are constantly
calling attention to "other worlds
than ours," this is the best adver-
tised earth of them all.

An exchange says "New York
has enough whisky cases to last
twenty years." Judging by the way
they're turning 'em loose there,
they're but empty cases.

Oregon did fairly well till he
got to the forks of the road, where
he seems dead against turning to
the right.

The comet will be with us on
June 27, which is the date to ex-
pect meteoric showers. Just at
present the Ad men are making the
sparks fly.

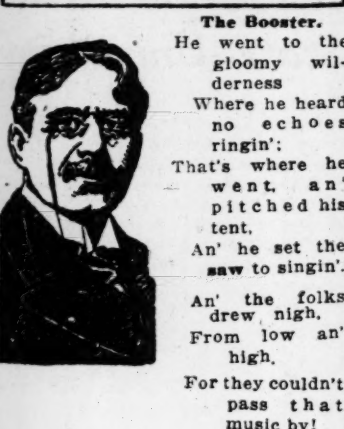
Congratulations to the weather
man! He was a long time arriving
at the safe "fair and warmer" fore-
cast.

With the patient lying on his
back, these notes on the per-
cussion of the abdomen to outline
the situation of the various viscera
were found approximately in their
positions.

"You know, my nature is an im-
portant factor in the causation and
relief of displaced viscera."

Just From Georgia Bits of New York Life

By FRANK L. STANTON.



The Boaster.
He went to the
gloomy will-
derness
Where he heard
no echoes
ringing!
That's where he
went, and he
pitched his
tent.
An' he set the
saw to singin'.
An' the folks
drew him.
From low an'
high.
For they couldn't
pass that
music by!

They heard it over the sleepy hills
An' the groves with wild flowers
An' the harnessed rivers turned the
mills.
An' he shouted: "Business boom-
in!"
Oh, the folks drew him
At the ringin' cry.
For they couldn't pass that
music by!

"Lord Love Us All"

(From The Lavonia (Ga.) Times).
If everybody had religion, there
would not be any use for front door
locks, nor policemen, nor falls, nor
liquor, nor armies and navies, and
our taxes would be reduced about 70
per cent. People who eternally kick
about high taxes ought to go
to preaching.

To a Little Child.

When faiths prove false, by Love
Imagined true,
And sorrow dries with gloom
The light of day,
The memory of the clinging love of
you
Lights Life's dim way.

And sorrow then holds hands with joy.

With chastening influence sweet;
And grace is given;
And you are folded in the light of
dreams
Pure as Love's faith in heaven.

Deep calleth unto deep.

—But,
over all,
I hear your voice, clear-toned, and
kind, and sweet;
A silvery echo in that silent hall
Where all the Memories meet.

And the gloom brightens, and Love

claims his own
From the deep shadows of dividin'
years;
It is enough that I your love have
known
And kissed away your tears.

You Said It.

(From The Linn County Budget).
You can't expect your wife to be
an angel and work like the devil all
the time.

And now The Lexington News

would like to know if knots on the
head from the conjugal rolling pin
could be properly classified as home
bruise?

HEALTH TALKS

By WILLIAM BRADY, M. D.

DON'T LET THIS ANHEDONIA GET YOU.

Just to make sure we all under-
stand, let me say again that anhe-
donia is incapacity to take pleas-
ure in being alive. We take pleas-
ure in particular of anhedonia, in
anhedonia. Not a new disease, but
just a sort of reminiscence phrase
which expresses the gloom that
darkens the existence of those who
drift along on something short of
health plus, when this drifting is
due to anhedonia, or sagging of
dues and sundry ills.

Like eyestrain, tuberculosis, car-
diovascular degeneration or senile
astasia (denudation of the dome in
the forehead), anhedonia is a dis-
placement, or sagging of one or more abdominal
viscera (does it or does it not?) and
exists for a considerable time before
the victim comprehends what is the
matter. That is to say, in each
and all of the conditions
mentioned, although the patient is
less mentally dull, does recognize
that he lacks health plus or is not
satisfied with his life, and he ex-
pects no symptoms which would
draw attention to the origin of the
trouble, but, anhedonia, in other
words.

Now, if I suspected that any
reader of these lines would follow
what I have said on this subject, to
the unwarranted conclusion that
he or she, having this here now an-
hedonia for certain, must therefore
be suffering from something like
anhedonia or something like that, I'd
discontinue this series right here
and return to good standard medi-
cine, or, if I suspected that any
reader of these lines would follow
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Thirty thousand starving cats are rescued from London streets every year. They are pitifully killed, their skins being used for mitts and gloves.



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AN EARL & WILSON
Soft Collar

It pleases the eye
as well as the tie.



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KEEPING WELL—An NR Tablet (a vegetable aperient) taken at night will help keep you well, by toning and strengthening your digestion and elimination.

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TODAY
White Kid
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This beautiful White Kid Pump comes in all white or with black binding and patent collar and strap. In both baby Louis or French heels.

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Second Floor Connolly Bldg.
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In Advertising

Atlanta's oldest and largest jewelry store bids you welcome to the Gate City of the South.

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SHERIFF IS PURSUED BY MOB SEEKING NEGRO

Moultrie, Ga., June 13.—(Special.) After pursuit by a mob intent on lynching his prisoner, John Henry Williams, a negro, charged with the murder of Lenora Wilkes, a 12-year-old white girl, near Autreyville, the Thomas county sheriff eluded his pursuers at the outskirts of Cairo at 11:30 tonight by diverting his course toward the Florida state line. The mob arrived in Cairo half an hour later, made and orderly search of the jail here, and then returned towards Thomasville.

The negro was arrested this afternoon a short distance from the point where the victim's body, her throat slashed from ear to ear, was found in a pond of water, weighted down with an attempt at concealment. Her hand, protruding from the water, attracted the attention of her mother who started a search for her after she had failed to return in a reasonable time from an errand.

Despite the inflamed sentiment of the people, Sheriff Beards, the Col. quit officer who made the arrest, was away to safety with his prisoner in a high-powered automobile.

Before the dust from his machine had disappeared, scores of automobiles gave pursuit, and the Autreyville-Moultrie road was turned into a thundering speedway.

Reaches Thomasville. Sheriff Beards arrived in Thomasville tonight a few minutes ahead of the mob from Moultrie. The negro was hidden in a local church, but was quickly removed and, under the custody of the Thomas county sheriff, was taken from there towards Cairo, closely pursued by the mob.

Thomas county officers changed their course on the outskirts of Cairo, and the pursuers, finding that the officers had succeeded in eluding them, returned towards Thomasville, after searching the jail.

Early Monday morning, little Lenora Wilkes was sent by her mother, a widow, to do some shopping at Autreyville's one store. The Wilkes' family lives on a so-called settlement road about a mile from Autreyville. It was on the return trip that the girl was met by her assailant. After she had had time to reach home and failed to arrive her mother became uneasy and with another daughter started a search. About two hundred yards from the house they saw signs of a scuffle by the roadside. Further investigation revealed a pool of blood on the banks of the pond just off the road.

Finding of Body. They went down to the water's edge. Out there, twenty feet from the shore, was a small white hand, the hand of Lenora Wilkes, was visible above the surface. On the body, which was in water less than four feet deep, there had been piled several heavy chunks of wood to hold it to the bottom, in an effort to conceal it.

News of the crime spread rapidly and before noon hundreds had joined in the man hunt. The finger of suspicion pointed at John Henry Williams when it was learned that he was at work this morning near the scene of the crime.

The negro was at once taken into custody but denied guilt and although he was in view of hundreds of members of the mob for more than an hour he was not molested. It was not until about 11 o'clock that he was taken to the jail. The belief came firm that he was the right man. It was held that he got the clothes wet when he dragged the body into the water. Shoes that Williams were found with the tracks found where the girl was killed.

OFFICERS SEEKING NEGRO WHO FIRED AT "BONEY" HOGAN

Dublin, Ga., June 13.—(Special.) U. G. B. "Boney" Hogan, a well-known farmer of this section, held under bond for investigation by the federal grand jury on peonage charges, had a narrow escape from death today when John Towns, a negro, emptied his pistol at Hogan as the farmer was attempting to quell a disturbance on his farm in which a negro was shot and painfully wounded. Towns, charged with the shooting, is being sought by county officers.

Towns, who has a bad reputation, officers assert, is believed by many to have played a prominent part in bringing about the investigation by federal officers on Hogan's farm some weeks ago, in connection with alleged peonage conditions. Towns was formerly employed by Hogan, but late last fall went to work at Ocilla.

Postmastership Exams.

Juliette, Ja., June 13.—(Special.) An examination to fill the vacancy of postmaster at Zebulon, Ga., has been called by the civil service commission to be held on July 9. The applicants may appear at either Columbus or Griffin for the test, which will be held under the terms of the new executive order of President Harding. The Zebulon examination is the first called in Georgia for a specific date by the commission and others are now expected to follow.

Chosen to Head Schools.

Juliette, Ga., June 13.—(Special.) Professor W. T. Harrison, of Yatesville, has been elected superintendent of the public school system of Shawmut, Ala., and will leave about July 1 to take up his duties. For nine years, Professor Harrison has been at the head of the Joseph E. Johnston Institute, of Yatesville, and the school has had a splendid success under his leadership.

Two butterflies, caught in Peru, and described as the "rarest of all Morphos," were recently sold in London for \$125.

Committee Okays Bill by Townsend On U.S. Road Law

Washington, June 13.—The Townsend bill to create a federal highway commission and to establish an interstate system of public roads was ordered favorably reported by the senate postoffice and post roads committee today. Three democratic members of the committee, Senators Watson, Georgia; McKellar, Tennessee; and Heflin, Alabama, voted against the bill, and will file a minority report probably recommending that no change be made in the present federal road law.

The bill as ordered reported provides for a federal highway commission of three members, instead of five as proposed in the original bill. The members of the commission would be appointed by the president with the consent of the senate and would be paid annual salaries of \$10,000.

The annual appropriation of \$100,000,000 to aid the states in building roads would be continued with the specification that the sums allocated to the states must be expended on interstate roads.

The provision granting the commission final authority in the selection of interstate road routes was retained despite strong opposition from democratic committee members, however, won a partial victory in gaining insertion of a clause directing the federal commission to act "in co-operation" with the states.

States taking advantage of the federal aid provided in the bill are required to match federal funds except in states having to exceed 5 per cent of the total of the appropriated public lands, in which case the proportion of state funds would be decreased in proportion to such public lands.

Hints That Banks Sent Large Sums To Aid Newberry

Washington, June 13.—Henry Ford's contest for the seat of Senator Newberry, republican, of Michigan, threw the senate committee hearing today into a division as to how far the inquiry should go into charges connected with the financing of the 1918 campaign.

D. Smith, a New York stock broker, testified to having forwarded money in behalf of himself and others for the Michigan campaign, and stated that "nearly all the banking people I knew in New York had possibly done the same thing."

Alfred Lucking, Ford counsel, demanded the right to check Mr. Smith's bank account, and the witness agreed, but Chairman Spencer, over the protest of Senator Walcott, democrat, and minority members, said the committee would take the step under advisement.

"It is apparent we are not going to be allowed to investigate bank accounts in running down these charges," Senator Walcott said.

"We shall not subject any bank to investigation unless we have some decided in conference," Chairman Spencer replied.

Senator Walcott pushed the witness for details of the New York contributions.

Backed Newberry. Mr. Smith said he didn't want to repeat gossip but that "officials of the American Exchange National bank were very anxious to see Newberry nominated," and that the Chatham Phoenix "might have" sent money.

Frederick C. Brooks, another New Yorker, explained that he had sent \$2,500 through Smith to the Newberry campaign, "doing for Truman (Senator Newberry) just what I think he would do in a similar position for me."

Two other financial men, W. C. Durant, General Motors company, organizer, and Andrew H. Green, Jr., vice president of the Solvey Process company, also were examined, as Smith said, by the senate.

Mr. Durant said he gave \$5,000, and Mr. Green explained his reason for paying Newberry campaign debts to the extent of \$15,000, by saying that the "democratic candidate (Ford) I didn't consider fit to represent the state of Michigan."

Mr. Smith told of checking out \$120,000 from funds of John S. Newberry (the senator's brother) to the campaign committee, and receiving back a "paper bag with \$20,000 or \$21,000 in it."

"I understand this was adjustment from the contributions received," he explained. Mr. Lucking demanded the cancelled checks and records, but Mr. Smith said that when he started to look for them Saturday, "we found the vault unlocked and all the records gone."

Mr. Lucking drew from the witness an explanation that the Newberry family account, even the bank of his charge, and that money had been drawn from all of them to pay into John S. Newberry's account.

"When it was overdrawn by the campaign demands," the investigation adjourned tonight until Wednesday.

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GOMPERS FLAYS LABOR'S ENEMIES

Attacks Advocates of the Open Shop; Predicts 5,000,000 Union Men in 1921.

Denver, Colo., June 13.—President Samuel Gompers, addressing the opening session of the forty-first annual convention of the American Federation of Labor here today, declared that the enemies of labor and the advocates of the "open shop" had failed to crush organized labor and that the ranks of the American trades union movement held intact. Similar sentiments were expressed in the report of the executive council of the federation.

A year of progress was predicted for 1921, President Gompers declaring that "before the next snow falls we shall have passed the 5,000,000 mark in the American Federation of Labor."

Closer alliance and co-operation between the organized industrial workers of the country and the farmers was urged by the veteran labor leader in "order that we shall not be crushed by the reaction of industrial capitalists or princes of finance."

Protest Scott Bill. The first official action of the convention was to adopt a resolution to be submitted to congress, protesting against the Scott bill now pending, which it was alleged would increase the length of the navigation season on the Great Lakes, reduce the number of skilled seamen employed on ships and increase the hours of labor. This action was proposed by delegates of the International Seamen's union, who declared that the bill would eliminate provisions in the seamen's act and would increase the dangers incident to navigation.

The convention unanimously adopted a declaration of the executive council calling upon all local and international unions to aid the Pueblo flood sufferers. The plate printers' union, of Washington, D. C., was announced, had each contributed \$500.

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Senator Walcott pushed the witness for details of the New York contributions.

Backed Newberry. Mr. Smith said he didn't want to repeat gossip but that "officials of the American Exchange National bank were very anxious to see Newberry nominated," and that the Chatham Phoenix "might have" sent money.

Frederick C. Brooks, another New Yorker, explained that he had sent \$2,500 through Smith to the Newberry campaign, "doing for Truman (Senator Newberry) just what I think he would do in a similar position for me."

Two other financial men, W. C. Durant, General Motors company, organizer, and Andrew H. Green, Jr., vice president of the Solvey Process company, also were examined, as Smith said, by the senate.

Mr. Durant said he gave \$5,000, and Mr. Green explained his reason for paying Newberry campaign debts to the extent of \$15,000, by saying that the "democratic candidate (Ford) I didn't consider fit to represent the state of Michigan."

Mr. Smith told of checking out \$120,000 from funds of John S. Newberry (the senator's brother) to the campaign committee, and receiving back a "paper bag with \$20,000 or \$21,000 in it."

"I understand this was adjustment from the contributions received," he explained. Mr. Lucking demanded the cancelled checks and records, but Mr. Smith said that when he started to look for them Saturday, "we found the vault unlocked and all the records gone."

Mr. Lucking drew from the witness an explanation that the Newberry family account, even the bank of his charge, and that money had been drawn from all of them to pay into John S. Newberry's account.

"When it was overdrawn by the campaign demands," the investigation adjourned tonight until Wednesday.

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ell was presented by James Dun-can, of Quincy, Mass., first vice president. It covered the many important issues confronting organized labor—the open shop, wage reductions, Irish question, relations with foreign trade union movements, anti-labor legislation, immigration, high cost of living, railroad situation and scores of other major problems. This report with its recommendations was immediately referred to committees for consideration.

"The coming year must be a year of progress," said the document. "The blight of reactionary effort has bitten as deeply as possible. It has been checked. Our movement everywhere must now rally to a militant offense against the powers that have sought our ruin."

While the annual report of Secretary Frank Morrison showed the membership of the federation to be 3,906,528, as compared with 4,078,740 in 1920, it was stated that the ranks of organized labor had increased since this report did not include thousands of members now involved in strikes or lockouts or unemployed.

The secretary's report showed that there had been 1,635 strikes during the year, involving 191,924 members, costing \$8,462,174. The federation defense fund showed a balance of \$161,217.

Black rats were introduced in America from Europe in 1544, but were exterminated by brown rats, introduced in 1775.

In the West Indies there is an old legend to the effect that among the innumerable small islands in the Caribbean sea there exists one that is inhabited only by women.

AD MEN!

It costs you LESS than a 2c stamp per year to place and KEEP your advertisement in the home or office of your customers and "prospectives" with

ANY-DAYE
AT-A-GLANCE

line of calendars.

If you want 100% value and results from your appropriation, be sure to call or write and let us tell you about the most novel and useful line of

Calendars in America.

COMPLIMENTARY COPIES have been reserved for every visiting ad delegate. Call, phone or write for yours. You'll be glad you did.

ANY-DAYE CALENDAR COMPANY
"CALENDARS THAT ARE UNUSUALLY DIFFERENT"

1018 Atlanta Trust Co. Bldg.
Phone Ivy 1610. Atlanta, Ga.

SPARROW DECLARED BOLL WEEVIL'S ENEMY

Griffin, June 13.—(Special.)—It is asserted here by a number of cotton planters that the English sparrow is a considerable aid in the destruction of the boll weevil.

The birds may be seen early and late going over the cotton stalks in search of the weevils. It is stated, and their activities are being watched with a great deal of interest.

HOME-COMING WEEK IS HELD AT ACWORTH

Acworth, Ga., June 13.—(Special.) Annual Home-Coming week in Acworth this year is being celebrated on a more elaborate scale than ever before.

Hundreds of ex-Acworth citizens come "home" for these annual events and enjoy the big reunions. The events began Monday of this week and will continue throughout the entire week, with big gatherings and celebrations.

such as community sings, old-time spelling "bees," basket dinners, baseball games, etc.

The entire town is elaborately decorated in the home-coming colors, red and blue. A big parade of about fifty floats and automobiles, led by a band, was held Monday afternoon.

For shooting life saving lines between ships at sea at night a cannon has been invented that fires a projectile which leaves an illuminated trail and shows where the lines go.

**Received Yesterday—
Another Shipment Of New
PALM BEACH SUITS
COOL AND SMART**

Specially Priced

\$15

Correct Models---Best Workmanship---And This Store's
Good Name Back Of Every Sale---

Pin And Pencil Stripes On Backgrounds Of Blue---Black
---Gray---Tan And Green---And The New Scintillating
Shades.

Keep Cool And Be Pleasant

Parks-Chambers-Hardwick

37-39 Peachtree Company Near 5 Points

Reduction in

White Truck Prices

to

Pre-War Values

Substantial price reductions on all models of White Trucks, effective immediately, put the five-ton truck back to the 1914 price and other White models so close to pre-war figures that, in view of improvements to the product, they also are virtually at pre-war levels.

(Chassis Prices F. O. B. Factory)

5-Ton - - - - \$4,500

3½-Ton - - - - 4,200

2-Ton - - - - 3,250

¾-Ton - - - - 2,400

Through the whole period of price changes during and following the war, the average White price advance on all models was the lowest in the entire industry.

Now White prices are at the point of pre-war values.

THE WHITE COMPANY
Cleveland

Atlanta: 134-148 North Boulevard

Atlanta: 134-148 North Boulevard

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SIX FACE TRIAL IN MURDER CASE

La. June 13.—The trial of the men charged with murder in connection with the death of Dallas Calmes, of Independence, was started here today. Calmes was killed while trying to arrest a band of men who were attempting to rob the Farmers and Merchants bank at Independence on the night of May 2.

Unusual interest centers in the trial of the six men charged with the murder of Calmes by reason of the charges of New Orleans police that the murderers of Calmes were members of a band also responsible for the death of Dominick di Giovanni and Joseph Gato, whose bodies were found in an automobile in New Orleans about 24 hours after the Independence murder by officers hunting for the bank robbers.

The men who were placed on trial here today are Natale Damore, Joseph Blacchio, Andra Lamantia, Joseph Kint, Roy Leona and Joseph Gligio. The state's star witness is said to be Joseph Leotta, a 35-year-old boy who has told the police he accompanied the party that attempted to enter the Independence bank and murdered Calmes.

LITERARY SCHOOLS CLOSE, HIGH SCHOOL GRADUATES AND TEACHERS ENROLL AT DRAUGHON'S

Former Graduates Strongly Indorse the Draughon Training—75% of Student Body Are High School or College Graduates—Peachtree Arcade Best Location in South—Well Kept, Well Ventilated Halls, Cooled by Electric Fans.

Many literary teachers and graduates from high schools and literary colleges have already enrolled at Draughon's for the summer and many others have made reservations for June and July in order to get ready for the big demand in the fall and winter. There is always a demand for Draughon graduates, because they know how and when to do things.

You may have a good literary education, a much better one than the average person, but whether your education is grammar school, high school or college, to be commercially available, you must have specialized business training. Every member of the faculty is college bred, they know business procedure and are capable of imparting to others.

Here is a letter from W. G. Dean, accountant, Asheville, N. C., which is dated June 3, 1921, and which is self-explanatory:

"The last time I heard from you about a year ago you told me that you were getting out an enlarged edition of the 'Legal Adviser,' which was an improvement on the old edition. So I am enclosing herewith a blank check signed for you to fill in the price of one of these books and will ask that you send it by mail. I am still using the knowledge I obtained while attending your school. The last time I wrote you I believe I was with the government as an income tax inspector. I was with the government a little over two years, during which time I had great success as an auditor. I left the government service last September and accepted a position with a chain of stores and corporations as auditor and tax expert at a salary of \$7,500 per year and expenses paid while on tour from home. You will be glad to know that, the only accounting course I have ever taken is the one you gave me when at your college. I live in Asheville and if you come up to the mountains during this summer be sure to look me up."

Over 300,000 young people have



H. R. Todd, President
Draughon's Business College,
Atlanta.

taken the Draughon training and are holding positions throughout America, wherever business requires the most efficient office help.

White for catalogue and state whether interested in a course by mail or at college. Draughon's Business College, Peachtree Arcade, Atlanta, Ga.—(adv.)

Accidental Business Women And Others Who Succeed

By LOUISE DOOLY.

Just for the sake of statistics, the women advertisers in attendance at the A. C. W. were asked yesterday how they got into advertising.

Did they deliberately train for it? Did they progress to it from something else? Or, as is the case with so many successful women in business, did it just happen?

Three answers covered the history of every one of the "careers" of the splendid conference of women from every part of the United States; at least every woman interviewed, and few were missed.

They began as stenographers, and outgrew the work.

Or, on the death of a husband, the widow took over his business, and went on with it.

Explains Beginning.

Or, as one pretty delegate from a western city explained her own "beginning," "I sold Mr. Smith, the president of one of our banks, that I wanted a job in his bank, and I thought I'd like advertising, and he said: 'Come right over; I've got just what I think you'd like.' And he put me into the advertising department, and now I manage it."

These statistics, whatever the outward seeming the results as here stated, were not gathered with a view to suggesting that a woman does not need technical preparation and long experience to make success in advertising.

Far from it. But in every case, the women interviewed were exceptional women and an exceptional success.

It was because she had exceptional gifts that she succeeded. The exceptional woman does what she sets out to do. The mediocre woman fails, and because she is a failure we hear nothing of the attempt.

Interesting Statistics.

But the statistics would seem to prove several interesting things. One is that the modest business beginning in stenography is one of the most frequent first steps to final leadership, if the qualities of leadership are latent.

At the other is that the woman who would go into business and has no specialized training for it, need not be hopeless on that account. Training is the scientific route, but learning through doing has some shining examples of accomplishment to its credit.

The Business Instinct.

At 8 o'clock yesterday morning the local committee of advertising women, headed by Miss Theodore Stansbury, was the hostess group to the women delegates to the ad convention at breakfast at the Duffell, which is owned and operated by Mrs. J. E. McElree, one of Atlanta's successful business women, and it was funny to see that the advertising woman delegate, while she is busy partly on pleasure, although the convention means business, was not wasting any precious time, if there was opportunity for a "little deal."

Right at the start, when the guests were percolating into the cafe in groups, and arm bands showed that they were wearing themselves according to cities, the president of the Oklahoma City Advertising Women's club, Miss Lena Osborne, south out Mrs. McElree.

"I sympathize food stories," she said, "and want to know just how you cook this fried chicken."

Miss Osborne, while she is the only woman delegate from her city, is a host in herself. There are 54 members of her club.

Miss Wheat, of St. Louis.

Miss Mary Wheat, who is chairman of the women's conference of the convention, was the strikingly handsome woman, even in a group of pretty delegates, who occupied the St. Louis table.

"What is going to be the principal object of the women's conference of this year?" "Why, very distinctly to build up the conference," said Miss Wheat. "To intensify the interest of the women in the conference, and to give them more strength in the advertising business to a realization of the prestige to be gained through a strong conference."

Tributes to Miss Martin.

That women can be big in their attitude towards one another was reflected in Miss Wheat's tribute to Miss Jane Martin, that Miss Martin was the inspiration of the advertising women of the whole country, and that whatever the women's conference is or comes to be, Miss

Martin is the spark that fires its enthusiasm.

Ann From the New York woman came a chorus, when it was asked if Miss Martin is "still" president of the New York Advertising Women's club.

"Is she still president? Why she always has been and always will be," they exclaimed. "Miss Martin is the New York club."

Thirty-five women form the delegation that came by boat from New York, of whom there was pointed out the "old guard," charter members and successful figures all of them—Minerva Harris Clara Sachs, Katherine Terrell, Eva Hall, Jessie Bracker, Frances Buente, Edna Travis and Anne McLean.

New York Delegates.

A leading figure among them is Frances Buente, assistant advertising manager of the Tidewater Oil company, editor of the company's house organ, a member of the Direct Mail association, and editor of the woman's page of its house organ.

Then there is Jessie Bracker, who sells for the Etheridge Association of Atlanta, her work highly specialized.

Miss Donath President.

Irene Donath, of New York, is president of her own advertising service, and does her own printing. Teresa Jackson looked pained when she was introduced for the tenth time as the beauty of the New York delegation, and the weariness of the best looking clothes.

"Just think what the black picture has done to me to live up to," she lamented.

In view of the looks and the clothes, it would be surprising, if there were not so many good looking and well-gowned women in the convention, to learn that Miss Jackson does "market surveys" for Murray, Howe and Co., one would rather expect her to write copy for a department store or woman's specialty shop.

Mrs. Louise Wharf Rogers, of New York, is a lovely looking young woman, the becomingness of whose black picture has suggested that she specialized in looking pretty at garden parties, but she probably has little time for such dissipation, for she is president of The Adco, Inc., an advertising service with offices in New York, Cleveland, Boston, Chicago. She directs the work of sixty people or more in her organization.

Complete Speeches of HENRY W. GRADY
BY MAIL, \$2.00
SO. BOOK CONCERN
71 Whitehall Street

You Can Find Your Favorite Brand of Cigars, Cigarettes and Tobaccos at
JACOBS' PHARMACY
Cor. Whitehall and Alabama

Pere Marquette
15 Day and Season Tourist Rates to Michigan Resorts

The "Resort Special"
5 Hours to Grand Rapids
Overnight to Northern Michigan

Charlevoix, Petoskey, Bay View, Traverse City, Alden, Northport, Frankfort and Intermediate Points
Leaves Chicago 6:30 P. M. daily except Sunday—arrives at all resorts following morning. Equipment, standard, compartment and drawing room sleepers, dining car and club car.

Other Convenient Trains
7:15 A. M. daily except Sunday to Bay View, 12:00 noon daily Chicago to Grand Rapids, daily except Sunday Grand Rapids to Traverse City, 5:00 P. M. daily Chicago to Grand Rapids, 11:45 P. M. daily Chicago to Grand Rapids and Traverse City, daily except Saturday to points south of Traverse City.

Booklets and reservations at nearest ticket office, or O. L. Kinney, G. W. P. A., phone Canal 5200, 201 N. Webster Building, 327 South La Salle Street, Chicago.

land, Boston, Chicago. She directs the work of sixty people or more in her organization.

Mrs. Rogers succeeded her husband at the head of the business, his death following close upon its organization, and she has built it to substantial proportions.

She travels thirty-five men for one branch of her service alone, that of reproducing trademarks in various forms, and has clients in Atlanta.

Near East Chairman.

Florence Spencer Duryea is very evidently one of the most popular as well as one of the most successful members of the New York group.

She has been for two years national director of the woman's division, Near East Relief, and before that made splendid record as one of the organizers of the National Federation of Business and Professional Women.

In both lines of organization, she has visited in Atlanta, and has made an impression of unusual personality as well as ability.

There are six hundred members of the women's advertising club of New York. They have their meetings at the club house of the New York Advertising Women's club, but are laying plans for quarters of their own in the near future.

"We feel that we can make no farther effort to enlarge our membership or broaden the scope of our work, until we have our own home," they say.

Leaders From Chicago.

Three of the leading business women of Chicago formed a striking group breakfasting together—all women outstanding in importance.

There was Mrs. Mary D. Fisher.

Complete Speeches of HENRY W. GRADY
BY MAIL, \$2.00
SO. BOOK CONCERN
71 Whitehall Street

You Can Find Your Favorite Brand of Cigars, Cigarettes and Tobaccos at
JACOBS' PHARMACY
Cor. Whitehall and Alabama

publisher of the "Woman's Press," the only newspaper in existence that is distinctly for women. It is a regular newspaper, four years old, and reflects the doings of the women of "social register" standing.

Mrs. Fisher is ex-president of the Illinois Woman's Press association, one of the founders of the Chicago Advertising Women's club, and a happy final detail she is a southerner, formerly from Baltimore and ex-president of the Southern club in Chicago.

Miss Mary Crowley, of Chicago, who is the president of the Chicago Advertising Women's club, is head of the John Budd agency, with strings of men" under her executive leadership.

The third of the interesting trio was Jean Prescott Adams, food expert, long with Armour & Co., now expert counsellor in food advertising campaigns.

Scranton Delegates.

"My brothers went into the army when war was declared, and so I ran their paper while they were gone, and now I am advertising manager," confessed Miss Loretta Barrett, of The Evening Telegram, of Scranton, Pa., a weekly (Sunday) paper.

Miss Barrett is, like so many of the delegates doing big things, a little woman, but she and Miss Marian Haggerty, who is assistant manager for the Ladies Specialty Shop of Scranton, who are the only representatives of the advertising women of their city, are guarantee that Scranton will be well represented.

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\$5,000,000.00 TO LOAN

Plenty Money for Farmers

5, 7 and 10 Year Loans at 7%

We have never deserted the FARMERS of this STATE although times have been hard and money scarce. While we have not heretofore been able to take care of the tremendous demand, yet we have stayed in the field and have rendered the best service possible under the acute conditions and never have we charged more than the legal rate of interest.

We now have \$5,000,000.00 ready, available cash to lend for 5, 7 and 10 years, on desirable improved FARM PROPERTY in the counties listed below.

We anticipate a tremendous demand for money next fall. SO WE ADVISE AND URGE APPLICANTS TO ANTICIPATE THEIR NEEDS AND GET THEIR MONEY during the summer months while this money is readily available.

There Will Be No Further Delays

Place your applications direct with our correspondents named below:

GEORGIA
Bibb County
Barrow County
Bartow County
Ben Hill County
Berrien County
Bleckley County
Bulloch County
Burke County
Butts County
Baker County
Brooks County
Calhoun County
Carroll County
Candler County
Chattooga County
Clayton County
Clarke County
Coweta County
Campbell County
Crisp County
Coffee County
Clay County
Colquitt County
Cook County
Dodge County
Dooly County
Dougherty County
Decatur County
Emanuel County
Evans County
Early County
Floyd County
Gordon County
Greene County
Pulaski County
Grady County
Henry County
Hancock County
Houston County
Irwin County
Jefferson County

Correspondent
Hatcher & Smith
Dupree Hunnicutt
T. W. Harbin
J. Norman
Wm. R. Smith
Hezzie McWhorter
Deal & Renfro
Brinson & Hatcher
W. E. Watkins
R. E. L. Spence
Morris & Weston
A. L. Miller
Buford Boykin
H. R. Kimbrough
J. D. Taylor
O. J. Coogler
Dupree Hunnicutt
T. G. Farmer, Jr.
T. G. Farmer, Jr.
J. D. Cobb
McDonald & Willingham
P. C. King
F. J. Bivins
Jackson & Jackson
M. J. Carswell
J. D. Cobb
R. E. L. Spence
C. W. Wimberly, Jr.
H. R. Kimbrough
R. J. Rogers
Abernathy & Stone
C. I. Carey
T. W. Harbin
Miles G. Lewis
T. B. Ragan
J. S. Weathers
R. O. Jackson
Sibley & Sibley
C. L. Shepard
W. R. Mixon
W. L. Phillips &
M. C. Barwick

City
Macon
Athens
Calhoun
Fitzgerald
Nashville
Cochran
Statesboro
Waynesboro
Jackson
Albany
Quitman
Edison
Carrollton
Metter
Summersville
Jonesboro
Athens
Newnan
Newnan
Cordele
Douglas
Fort Gaines
Moultrie
Adel
Eastman
Cordele
Albany
Bainbridge
Metter
Reidsville
Blakely
Rome
Calhoun
Greensboro
Hawkinsville
Cairo
McDonough
Milledgeville
Fort Valley
Ocilla
Louisville

GEORGIA
Jones County
Jasper County
Jenkins County
Johnson County
Laurens County
Lowndes County
Lee County
Lanier County
Morgan County
Monroe County
Merriwether County
Montgomery County
Macon County
Miller County
Mitchell County
Newton County
Oconee County
Pike County
Putnam County
Randolph County
Spalding County
Screven County
Stewart County
Sumter County
Telfair County
Troup County
Toombs County
Tattnall County
Tift County
Turner County
Terrell County
Thomas County
Twiggs County
Treutlen County
Upson County
Walton County
Wilkes County
Wheeler County
Wilcox County
Worth County
Webster County
Wilcox County

Correspondent
Clement & Campbell
Clement & Campbell
A. S. Anderson
A. L. Hatcher
Alex A. Burch
Franklin & Langdale
R. E. L. Spence
W. R. Smith
W. C. Thompson
A. M. Zellner
R. A. McGraw
M. B. Calhoun
Jno. B. Guerry
N. L. Stapleton
Twitty & Brown
Campbell & Swann
Dupree Hunnicutt
W. H. Beck
M. F. Adams
R. L. Moye
W. H. Beck
Judge T. J. Evans
R. S. Wimberly
H. Gordon Howell
Geo. H. Harris
E. T. Moon
D. C. Pattillo
R. J. Rogers
R. P. Bentley
Jno. J. Story
J. R. Irwin
B. B. Earle
R. A. Harrison
D. C. Pattillo
Hugh K. Thurston
J. L. Newton
I. T. Irwin, Jr.
M. B. Calhoun
J. D. Cobb
J. W. Warren
R. L. Gillen
Hal Lawson

City
Monticello
Monticello
Millen
Wrightsville
Dublin
Valdosta
Albany
Nashville
Madison
Forsyth
Greenville
Mount Vernon
Montezuma
Colquitt
Camilla
Covington
Athens
Griffin
Eatonton
Cuthbert
Griffin
Sylvania
Lumpkin
Americus
McRae
LaGrange
Vidalia
Reidsville
Tifton
Ashburn
Dawson
Thomasville
Jeffersonville
Vidalia
Thomasville
Social Circle
Washington
Mount Vernon
Cordele
Sylvester
Richland
Abbeville

CHICKAMAUGA TRUST CO.

CHATTANOOGA, TENNESSEE

Demoralization at Market Drives Many Stocks Down

BY R. L. BARNUM

New York, June 13.—Something like demoralization occurred in the stock market during the noon hour today. Continued liquidation by large financial interests in connection with frozen commercial local and foreign credits being used to advantage by professional traders who were already short of stocks. A number of stock loss orders were read on long stocks carrying over from the previous day for the past five weeks. Many new low records for the market were set for shares such as Great Northern, Northwestern Pacific and United States Steel. The stocks last named sold lower even than the low record for 1920, made in December at 76 1/2. After the low prices for the day were made a sharp rally occurred on short covering.

Today's low price for Steel Common compares with this year's high of 86 1/2. Last year's high was 109; for 1919 the high was 115 1/2; for 1918 116 1/2; for 1917 it was 136 5/8, the high for all time. The high for 1913 was 69 1/8. Ever since the decline in the stock market started over a month ago it has been felt in the best informed banking circles here that the bottom would not be reached until steel selling prices were substantially reduced and until such readjustment was reflected in steel shares.

American Smelting announced today that the price of lead had been reduced from 4.75 cents a pound to 4.50. Sugar was cut to 6 cents a pound by both the Federal and Warner companies. Both sugar and lead after recovering from this year's low price have undergone a second decline.

Call money loaned at 6 per cent on the stock exchange floor today and at 5 on the outside markets.

National Lead has decided to offer its employees common stock at 75, payable in sixty monthly installments.

Wall street has turned its attention to the market for bank and trust company stocks. The decline has not been severe. During the past week with all the talk heard of forced liquidation by banks and trust companies, the stock of the First National stood at 87 1/2. City National had a drop of from 93 to 88 1/2, Chase from 93 to 92 1/2. Fifth Avenue had no change from 90. In the list for trust companies Bankers dropped from 298 to 290; Guaranty from 265 to 245.

National City voted today to merge with the Commercial Exchange bank, which has capital, surplus and undivided profits of \$1,600,000. National City's capital will remain at \$400,000, and its surplus at \$450,000.

E. H. Gary made an optimistic speech today at Syracuse on opportunity. "Every time Gary just talks these days Steel Common drops. Gross earnings of 200 railroads for the first five months of this year show a gain of 15.5 per cent for those in the east; 3.1 for those in the south; 1.5 for those in the west, and 7.8 for all as a whole. Eastern railroads were able to cut their operating expenses 6.8 per cent; southern 1.1; western 6.8; all as a whole 5.6. Net operating income of eastern lines increased 15.4 per cent, largely because of last year's deficits. For those in the south there was a gain of 30.9; in the west 63; for all 22.7.

Strike Settlement, Boll Weevil Raise Market

Heavy rains in Texas Cause Recovery From Slump of Early Trading Monday.

RANGE IN NEW YORK COTTON.

	Open	High	Low	Close	Prev. Close
July	12.32	12.41	12.20	12.28	12.31
Oct.	12.10	12.19	12.00	12.06	12.09
Dec.	12.04	12.13	11.93	11.98	12.02
Mar.	11.97	12.06	11.86	11.91	11.95
May	11.90	11.99	11.80	11.85	11.89

RANGE IN NEW ORLEANS COTTON.

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AMERICAN EXCHANGE.

	Open	High	Low	Close	Prev. Close
Jan.	15.71	15.86	15.56	15.82	15.72
Mar.	15.41	15.56	15.26	15.48	15.39
May	15.11	15.26	14.91	15.13	15.04
Jul.	14.81	14.96	14.61	14.83	14.74
Sep.	14.51	14.66	14.26	14.53	14.44
Nov.	14.21	14.36	13.96	14.23	14.14
Jan.	13.91	14.06	13.76	13.93	13.84

NEW YORK SPOTS.

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ATLANTA QUOTATIONS.

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Dry Goods.

	Open	High	Low	Close	Prev. Close
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Cotton Seed Oil.

	Open	High	Low	Close	Prev. Close
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NEW YORK STOCK EXCHANGE

Stock	High	Low	Close	Prev. Close
American Best Sugar	20	19 3/4	19 3/4	19 3/4
American Cotton	20	19 3/4	19 3/4	19 3/4
American Hide & Leather, pfd.	17	16 3/4	16 3/4	16 3/4
American Locomotive	17	16 3/4	16 3/4	16 3/4
American Lumber	17	16 3/4	16 3/4	16 3/4
American Smelting	17	16 3/4	16 3/4	16 3/4
American Sugar	17	16 3/4	16 3/4	16 3/4
American Tobacco	17	16 3/4	16 3/4	16 3/4
American Tel. & Tel.	17	16 3/4	16 3/4	16 3/4
American Woolen	17	16 3/4	16 3/4	16 3/4
Chesapeake & Ohio	17	16 3/4	16 3/4	16 3/4
Central Leather	17	16 3/4	16 3/4	16 3/4
Chandler Motor	17	16 3/4	16 3/4	16 3/4
Chicago, Mil. & St. Paul	17	16 3/4	16 3/4	16 3/4
Chicago, R. I. & Pac.	17	16 3/4	16 3/4	16 3/4
China Coal	17	16 3/4	16 3/4	16 3/4
Coca Cola	17	16 3/4	16 3/4	16 3/4
Coca Cola Bottling	17	16 3/4	16 3/4	16 3/4
Coca Cola Products	17	16 3/4	16 3/4	16 3/4
Cuba Cane Sugar	17	16 3/4	16 3/4	16 3/4
General Electric	17	16 3/4	16 3/4	16 3/4
General Motors	17	16 3/4	16 3/4	16 3/4
Great Northern	17	16 3/4	16 3/4	16 3/4
International Nickel	17	16 3/4	16 3/4	16 3/4
International Paper	17	16 3/4	16 3/4	16 3/4
International Ship	17	16 3/4	16 3/4	16 3/4
Kennecott Copper	17	16 3/4	16 3/4	16 3/4
Louisville & Nashville	17	16 3/4	16 3/4	16 3/4
Mexican Petroleum	17	16 3/4	16 3/4	16 3/4
Miami Copper	17	16 3/4	16 3/4	16 3/4
Midwest States	17	16 3/4	16 3/4	16 3/4

WHEAT FUTURES

Chicago, June 13.—Future deliveries of wheat jumped today to new high price records for the season. High weather and black rust were chiefly responsible. Extreme gains, however, were not held. The market closed unsettled, 1 1/4 to 1 1/2 cents higher than last week's close.

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bath, kitchen,
n; adults only;
furnished, cold
water, Call
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free way for
\$137.
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Call 287
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OF
THE ATLANTA
REAL ESTATE AGENCY

CALHOUN COMPANY.
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REAL ESTATE bought and sold by C
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314 Atlanta Street, Bldg. 17.
LIST your property with Beaulieu & Co. 17
S. W. CARSON, Real Estate for sale.
exchanged. Empire Trust, IVy 670.

ATLANTA LAND AND TRUST CO.
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REAL ESTATE—For Sale

60 ROGERS AVE.
WEST END PARK. Can offer the best
value in a 6-room house; large
gas, water, pipe drive, garden, lot 50x173;
one block of National Beech street car
line, owner can give immediate possession.
Price \$25,000. Call Mr. Lankford,
DOLVYN & THOMPSON
IVY 3635, N17. 1328 CANDLE BLDG.

WEST END PARK
\$6,500—6 ROOMS and breakfast room; new;
well-built little home—fine elevator
not very large. Easy terms.

DOLVYN & THOMPSON
1426 CANDLER BLDG.
\$6,750—Home—\$6,750
CORNER LOT—160'x200'.
SIX LARGE rooms, 2nd floor, in splendid
condition: 2nd East, near Gordon. Owner
wants to sell at once. Call or write on
them. Otherwise, they will be sold
at home, because it's worth more. Ivy
5341.

\$400 Cash—\$40 Per Mo.
New 6-room house at convenience, except
furnace—large lot. Call or write on
them.

DOLVYN & THOMPSON
5683, 1426 CANDLER BLDG.
FURNACE—Two houses in West End; im-
mediate to Gordon and Lucile Avenue; house,
one lot, one house, just completed. No
agents. Call or write on them. No
sale.

DOLVIN & THOMPSON
1435 5083, 8197, 1420 CANDLER BLDG.,
SUBURBAN.

KIRKWOOD bungalow, 6 rooms, furnace
and large lot. Jack Salmon Co. 1. 3007.
FOR SALE—large residence close on Kings
St. \$8500. Heavy, Decatur, 10 room house,
several acres, \$12,000. \$1,600. Water, sewer,
Trist Co. of Ga. bid. Fletcher Pen-
homes; must buy. 2 good suburban
7 E Hunter st. J. E. Brown. Apply at
377 E. Third St. Home site, 200 feet off Fair-
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acres, 1000 ft. wide. \$200 acre. Adjoining
land sold \$250. Owner, 1220 E. Main St.
WILL sell my beautiful suburban home at
a sacrifice. Call Hemlock 294-W.

BEAUTIFUL suburban bungalow;
nearby new; 6 rooms, gas lights,
splendid bath; good furnace; fine view;
call Hemlock 294-W.

VACANT LOTS.
BLOCK Peachtree road, lot 428 feet deep,
facing 50 feet on 10 streets; elevated,
shaded, \$850; \$85 cash, balance 3 years;
no interest. Ivy 3390.

REAL ESTATE—Wanted

HAVE \$8,000 cash to pay for 7-room brick house below, J. L. Logan, Ivy 3437.

WANT your property for sale with Fitzhugh Knox, Canfield bldg.

WANTED—Home for our customers. Penchance Realty Co., Ivy 7393.

LET US build you a comfortable home on easy payments. Richardson & Co., 516 Hurt Bldg., Tel. 377.

WANTED—Brick bungalow, north side or Innman Park, E. of Box 222, city.

FOR quick results, list your vacant property with BROWN & CO. REAL ESTATE COMP'Y. 219 Georgia Savings Bank Bldg. Ivy 2091.

WANT cash buyers for real estate. Home Realty Co., 215 Exchange Bldg., Tel. 377.

WANTED—To rent 6 or 7-room house, West or East Oakland City; six months or longer, or, if right price, buy; 3 to 6 months in advance. Address E-232.

WANT to buy 6 or 7-room house, about \$8,000; \$1,500 to \$2,000 cash down. West End or any good section. Address E-231, Coast.

REAL ESTATE—Sale, Rent

LIST your property with us, sale or rent. We get results. E. K. River, Canfield Bldg.

FARM LANDS—For Sale

ACRES. A highly improved tract of two miles from Greenville, eight miles of water frontage, with a fine home, swimming branch, other outbuildings, orchard; pasture; land in cultivation. Ideal for travel, place; 20 acres and county home. Price \$6,000; \$1,000 cash. Address E-230, 250 Arcade Bldg., Astoria, Ore.

12 ACRES. Farm with 1000 ft. of water front, \$15 monthly. Will sell for cash.

See Constitution Want Ads

SERVICE STATIONS

**PAIRING, PROPERLY
BE HAD**

its benefits, but there are some yet
remain for you.

Auto Repairing, any kind of car, any
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 years, the rate of interest is 7 per
 cent can give a quick answer.

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REAL ESTATE—For Sale

1 1/2% Investment
 4.4 baths; all conveniences
 offered from \$12,000 to \$11,000.
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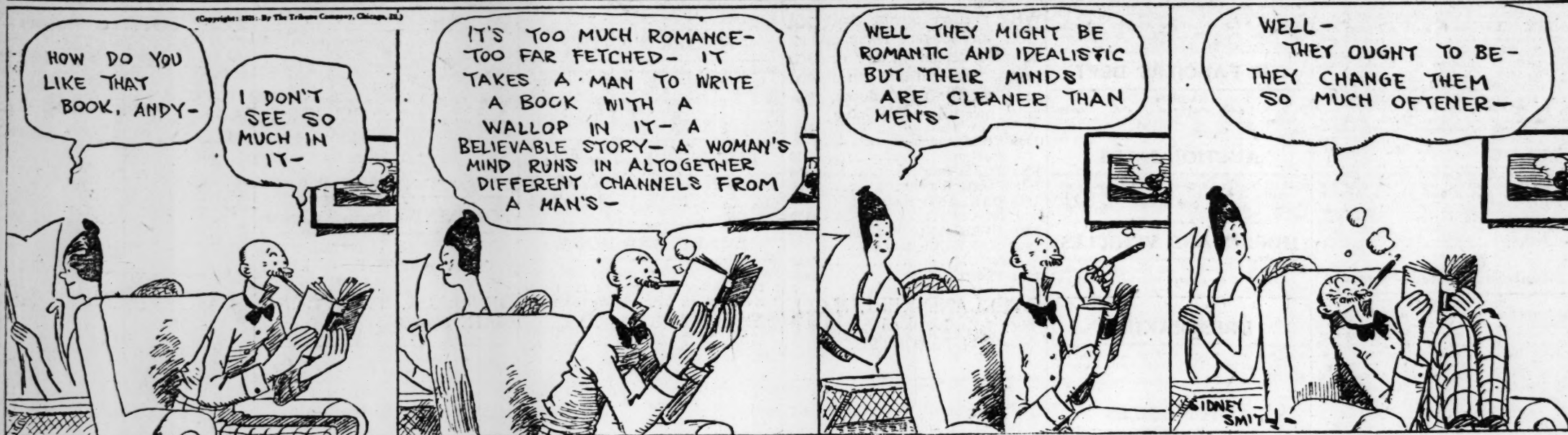
ELL BLDG. IVY 5920.

PRETTY ACRES.
 on line, about one mile below De
 light at school. This place has 56
 acres; a new six-room bungalow,
 with electric lights; a lovely little
 creek.

WATKINS CO. IVY 3776

...E CORNER.
...streets, 97x143 feet. This very
...ancement will be rapid. Special
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...621 ATLANTA NATIONAL
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...ALE—Miscellaneous
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...FOR SALE
...in sizes suitable for job
...attractive price for cash.

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DEPENDABILITY
in wall papering and painting.
Suggestions and estimates
cheerfully given.
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EVERYWHERE
HURT ATLANTA BLDG.
CAMP BENNING, GA. Sealed proposals
will be received at office of Contracting
Quartermaster, Camp Benning, until 11:00
A. M., June 20, 1921, and then opened in
public for the construction of a Laundry
Building and Boiler House. Plans and spec-
ifications may be obtained from Contracting
Quartermaster, Camp Benning, Ga., upon
the deposit of \$5.00.

DIAMONDS—CLUSTERS
7-in-1 Clusters and Single Stones.
Any size; finest quality, at prices
hard to duplicate. Terms. No
interest on deferred payments.
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E. B. DURHAM, 14 Edgewood Ave.
Just a Few Steps From Five Points

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Pacific Northwest and National
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and Hawaii via Panama Canal,
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TION CORRESPONDENCE CONFIDENTIAL

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MOISTENER
Here's a Moistener for
fingers, postage stamps, gummed
labels, envelope flaps, etc.; that
applies the right amount of
moisture quickly, surely and
easily. It is sanitary and effi-
cient. The wheel revolves with-
out resistance or noise.
Nothing to wear out, no rub-
ber to harden or become use-
less; no sponge to sour with
accumulating filth; no wicks,
felt or gauze to fill up. Made
of glazed white porcelain with
polished nickel metal parts.
It saves time and money; it
saves soiling of fingers; it
saves messy splatters of water.
Price complete...\$2.00
WEBB & VARY CO.
"Everything for the Office"
49-51 Auburn Ave.

REPORT CASES OF CRUELTY
to human beings or animals by showing
Atlanta Humane society, Ivy 5338, 104 North
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FIGURING MACHINE
Today ask for dem-
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own office.
No obligation—
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Sundstrand Adding Machine
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SCIENCE AND INVENTION
SCIENCE is the faculty of efficiency. EFFICIENCY is being able to do the
correct thing at the proper time, in a manner that excels others. To excel others
in your chosen art or profession is to possess an INGENIOUS faculty, or creative
power, to the extent that when physically applied it results in

A NEW INVENTION
A GENIUS, HERMAN A. AGRICOLA, of Atlanta, Ga., has perfected and pat-
ented a marvelous and truly wonderful MULTI-COLOR INKING DEVICE, that is
attachable to job, cylinder and flat-bed presses, whereby from one to four different
colors may be printed from ONE FORM, with ONE FEED and by only ONE IM-
PRESSION, resulting in—

MULTI-COLOR PRINTING
Stop, look and think. Do you know that printing is one of the oldest and
fundamental arts of civilization? Do you realize that it is the largest and most im-
portant industry of the world today? We are pleased to have this opportunity of
presenting to you this specimen of MULTI-COLOR PRINTING, as done with our
inking device, the "RAINBOW FOUNTAIN," attached to an ordinary 12x18
Chandler & Price job press printing all four colors at the same time from ONE FORM
—ONE FEED—ONE IMPRESSION. This company is in its infancy, and will
shortly organize our first printing establishment in the city of Atlanta, with the ulti-
mate aim of organizing independent auxiliary plants in all principal cities. Each
company so organized would have the exclusive right to the use of these machines
in a certain prescribed territory. Capital is respectfully solicited. For further in-
formation address J. E. Lane, Mgr., Box 1523.

THE AGRICOLA COMPANY
ATLANTA U. S. A.
Any Color Combination Possible. Send for Samples

Perfectly blended by men
who have been making
good soft drinks for the
past 36 years

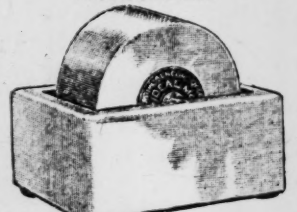
5c
Made by the RED ROCK COMPANY

Speakers Gather
At State University
From Branch Colleges
Athens Ga., June 13—(Special).—
The undergraduate exercises of the
University of Georgia bring to Ath-
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and John Pate Carson, represent-
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Wants Reprimand
Given to Harvey
As Well as Sims
Resolution in Senate Says
Harvey's Offense Is Possi-
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Washington, June 13.—Senator
Harrison, democrat, Mississippi, in-
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"Whether he, or through his di-
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ing the said speech or employing
such language in said speech, or
whether he or the secretary of state
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whether the ambassador was cor-
rectly quoted in his speech as car-
ried in the American newspapers."
"Whether the secretary of state
or the president has received any
communications from Ambassador
George W. Harvey to any request
or protest from either the presi-
dent or secretary of state, and if
any have been received, for the
president to transmit them to the
senate, if in his possession, or the
secretary of state, if in his pos-
session."
Out of a total of deaths approxi-
mating a million, 617,000 graves of
British soldiers have been definite-
ly identified, located and regis-
tered on various battle fronts in
Europe, Asia and Africa.

Funeral Notices
PLUMMER—The funeral services of
Mrs. Anna Plummer will be con-
ducted this (Tuesday) afternoon at
4 o'clock, from the chapel of Harry
C. Plummer, Inc., Oakland.

THE IDEAL SANITARY MOISTENER



Here's a Moistener for
fingers, postage stamps, gummed
labels, envelope flaps, etc.; that
applies the right amount of
moisture quickly, surely and
easily. It is sanitary and effi-
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out resistance or noise.
Nothing to wear out, no rub-
ber to harden or become use-
less; no sponge to sour with
accumulating filth; no wicks,
felt or gauze to fill up. Made
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It saves time and money; it
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Funeral Notices
COWARD—Died at the residence of
her parents, Sunday evening, June
13, 1921, Mrs. C. Coward, daughter
of Mr. and Mrs. Charles P.
Coward. Funeral services will be
held at 10 o'clock, from the chapel
of Harry C. Plummer, Inc., Oakland.

Funeral Notices
BOWDEN—Died at a private sanitarium
Monday morning, June 13,
1921, J. F. Bowden, in his 64th
year. He is survived by his wife;
two sons, Mr. F. W. Bowden, of
East Point, Ga., and Mr. A. M. Bow-
den, and two brothers, Mr. Green
Bowden, of McDonough, Ga., and
Mr. Albert Bowden, of Ellenwood,
Ga. The remains will be taken to
Ellenwood, Ga., via Southern rail-
way, this morning at 11:40 o'clock,
by H. M. Patterson & Son for funeral
services and interment.

Speakers Gather At State University From Branch Colleges

Athens Ga., June 13—(Special).—
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BUY YOUR COAL DIRECT FROM THE MINES
—THRU OUR AGENCY—
And See What You SAVE
—PRICES THIS WEEK—
F. O. B. CARS ATLANTA CARLOADS ONLY
Delivered to Bins Add 75c Per Ton
— KENTUCKY BLUE GEM GUARANTEED —
75% Lump\$5.40
— KENTUCKY MINE RUN —
High-Grade, Not So Lumpy\$4.80
— HARLAN —
No. 1 Mine Run\$5.20
4-inch Mine Run\$4.75
2-inch Mine Run\$4.40
No. 1 hard screenings in our cars have no hard.
—GRATE COAL—
Blue Gem Block\$6.60
Harlan 2x4 Egg, Very Clean\$5.90
These Are the Very Highest Quality Coals, Guaranteed to Give
Absolute Satisfaction
W. E. CHAMBERS
Gould Bldg. ATLANTA, GA. Ivy 4483

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PAINTING, CONTRACTING—
We specialize in repair work. All
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classes, all size jobs. We solicit
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Ivy 267.

Funeral Notices
COWARD—Died at the residence of
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13, 1921, Mrs. C. Coward, daughter
of Mr. and Mrs. Charles P.
Coward. Funeral services will be
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Georgia Agricultural college; Na-
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and John Pate Carson, represent-
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Delivered to Bins Add 75c Per Ton
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75% Lump\$5.40
— KENTUCKY MINE RUN —
High-Grade, Not So Lumpy\$4.80
— HARLAN —
No. 1 Mine Run\$5.20
4-inch Mine Run\$4.75
2-inch Mine Run\$4.40
No. 1 hard screenings in our cars have no hard.
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Harlan 2x4 Egg, Very Clean\$5.90
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